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Proposal under the Small Community Air Service Development Pilot Program

Docket OST - 2002 - 11590 - 108

City of Salem Salem, Oregon

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Introduction

The City of Salem welcomes the interest of the Department of Transportation in assisting small community to acquire or improve scheduled air service. The availability of support through the Wendell H. Ford Aviation Investment and Reform Act for the 21st Century coincides with the cities redoubled efforts to access the commercial air service network. Business, governmental, social and educational interest in the Salem area recognize that lack of local, convenient and efficient air service limits their development potential and relegates the area to commuting several hours for scheduled air service.

Recognizing the commercial air service shortcoming, the City of Salem undertook the enclosed air service analysis. The data clearly supports the importance of air service to the Mid-Willamette valley area and documents the potential operational and financial viability of such service.

Salem's air service history parallels many small communities. Initially following World War II, Salem enjoyed scheduled airline service by United Airlines until shortly after the passage of the Airline Deregulations Act. Service by a commuter/regional carrier was implemented but soon fell victim to high fares and inconvenient service. As passenger levels dropped the service was discontinued in 1995.

While interest in local air service remained strong, area travelers after years of inconvenient schedules, had adopted alternate travel patterns. Efforts to diversify Salem area economy and business successes of the 1990 reemphasized the need for scheduled local service.

In response to community and business interest in local convenient commercial air travel, the City of Salem, through the Airport Division, organized a Commercial Air Service Task Force. The group consists of representatives of a broad range of transportation interest and users and provides a cross section of government, business, education and the travel industry.

The task force acquired member representatives or direct input from:

- Local and Regional Chambers of Commerce
- Salem Convention and Visitors's Association
- State of Oregon Travel Office
- Travel Industry
- Division of Aviation (Salem)
- Oregon Department of Aviation
- Area Hospitality Groups
- Willamette University
- Market Research consultants

To collect documented and timely information, an air service study was funded and completed. The study examined travel history, passenger frequency and strength and projected ticket revenue at three evaluation levels; The City of Salem Urban Core, Salem Metropolitan Statistical Area and the Salem Catchment area. Ticket sales data was identified and analyzed.

The results of the Air Service Study were presented to local and state governmental agencies, elected officials, civic groups, neighborhood associations, environmental groups and professionals, travel industry representatives, the public and of course potential air carriers. While the study results prompted numerous questions and discussions, broad recognition and support for local commercial air service was very evident. Development of an airline recruitment marketing plan was initialized in late summer, 2001. Events of September, 2001 caused a temporary suspension of all air service recruitment activities.

The Air Service Task Force has monitored the airline industry, the rebuilding of air service levels and public confidence and the changing operational considerations of commuting to Portland (PDX) for access to the air service network. The Task Force feels that the opportunity may again exist to recruit scheduled air service for Salem area users and formalize the necessary public/private partnership to help ensure it's success. The City of Salem is undertaking the development of a state of the art Convention Center utilizing public/private partnerships and recognizes that such collaborative arrangements can be the critical linchpin of community progress.

The request for financial support under AIR 21 will not replace local public/private resources that are being used to recruit scheduled air service. "AIR 21" support will allow a significant enhancement of air service marketing efforts and help expand the scope of the public/private partnership. Partners will recognize that their resource contribution will be leverage with the additional "AIR 21" support.

The City of Salem is requesting that Five hundred thousand dollars (\$500,000) be made available through the "AIR 21" program. The fund, would be utilized over a 36 month period and would be used to augment the airline recruitment and marketing activities put forth in the following proposal.

Locale

Salem, Oregon

Salem is located approximately 50 miles southwest of Portland and 65 miles north of Eugene, Oregon in the Mid-Willamette Valley. Located in Marion and Polk Counties, Salem serves as the Capitol of Oregon. Located on the main valley floor, Salem is within 15 miles of the foothills of the Cascade Mountains rising to the East of the City and the Coastal Range 15 miles to the West. State highways 99E, 22 and 221 connect in Salem and US Interstate 5 (I-5) travels in a north-south direction running east of Salem McNary's Field.

Salem serves as the Oregon State Capitol and the business, political and social center of the Mid-Willamette valley. Numerous regional state and federal offices are found

in Salem. Area higher educational facilities include Willamette University, Western Baptist College, Western Oregon University and Chemeketa Community College. Oregon State University is within commuting distance in Corvallis to the south. The Salem area is also home to Tokyo University (an international school) and Chemawa Indian School.

Because of unique geographical configuration the Salem area serves as the transportation cross roads for the mid-Willamette east/west traffic from the coast and Cascade Mountains/Central Oregon area.

Public City, County, State and Federal as well as private sport and recreational areas and facilities provide numerous year-round recreational opportunities in Salem. Cultural and art opportunities are also a significant part of the quality of life elements available in the Salem area.

While multimodal surface transportation is established and well developed, a significant shortcoming in the area is the lack of easily accessible commercial air service. While general and corporate aviation have excellent facilities at McNary Field and several all weather GA airports in the area, all commercial air service customers must travel to Portland. Located approximately 65 miles north of Salem the commute to PDX can take from one (1) to two and a half (2 ½) hours depending on location in the Salem service area and traffic.

Notwithstanding the good service and excellent facilities available at Portland International (PDX), the commute plus the recommended security arrival requirements reduces the efficiency of the service and increases the overall travel costs. The primary route to PDX involves Interstate 5/205, a major transportation artery in the Portland / SW Washington area. The route suffers from high traffic utilization and rush hour delays.

Business travelers to the Salem area often require a full day of travel time for a few hours of productive business time. Regional conference and trade groups avoid Salem because of transportation delays.

Salem is an incorporated city with an elected mayor and city council. Municipal service include police, fire protection, utilities, street maintenance, park and recreation programs, waste water treatment, planning and zoning, and library facilities. The Airport is owned by the City of Salem and operated as a special fund activity (self supporting) by the Community Development Department.

McNary Field is located approximately two miles southeast of Salem, immediately west of US Interstate 5. The west side of the airport accommodates the terminal area, air carrier ramp, air traffic control tower, airport fire station, general aviation and corporate hangars, fixed base operations and aviation related tenants. Fed-Ex, Oregon Division of Aviation and a restaurant are located between the terminal and a general aviation parking area. The airport's east side accommodates the Oregon Army National Guard Aviation complex and several individual facilities, including UPS Aviation Technology. The terminal provides 2 major rental-car offices, airport shuttle bus, taxi access and regional

transportation buses. The extensive use of McNary Field facilitates to support movement of area commuting passengers and cargo and are examples of intermodal transportation being combined with traditional airport based air travel.

Facilities

McNary Field has two runways and an air traffic control tower operating 14 hours per day. Runway 13-31 is the primary FAR Part 139 runway 5,811 feet long and 150 feet wide. The runway has an asphalt ground surface and precision markings. The runway is equipped with high intensity runway edge lights (HIRL). Runway 31 has a medium intensity approach lighting system with runway alignment indicators. Runway 13 has omnidirectional approach lights (ODACS) and a 200 foot stopway.

The airport completed an upgrade of airport signs in 1993 including all required instruction, locations, directions, destinations and runway distance remaining signs. The updated signage meets all FAA A/C 150/5340-18-C standards.

McNary Field has a primary air carrier parking apron of approximately 23,000 square yards with clearance to accommodate up to 4 B737 size aircraft. Ramp strength is sufficient for MD 80 and B737 aircraft weights.

Terminal facilities at McNary field consist of a one floor building accommodating air carrier operations, airport shuttle service and space for rental tenants. The terminal houses passenger ticketing, secure boarding area, passenger waiting area, baggage claim area, public washrooms, public telephones and vending area. One ground-level gate is available for passenger boarding.

McNary Field has an "Index A certificate" under CFR 14 Part 139. ARFF equipment is maintained at City Fire Station 6 located on the airport and includes a Oshkosh Fire/Rescue vehicle with 1500 gallons of water, 180 gallons of aqueous film foam and 450 pounds of dry chemical agent.

Air Traffic Control and Navigational Aids

McNary Field has controlled airspace (Class D) extending five miles from the airport. This airspace category is associated with an operating control tower. Automatic Terminal Information Service ATIS and ASOS information is available. McNary Field navigational aide includes ILS (Instrument Landing System) LOC/DME, LOC/BC and NDB/GPS.

Proposed Service

Consistent with the conclusions of the Air Service Task Force and the finding and recommendation of the Air Service Study, the first priority is to recruit a qualified carrier to provide service north to Seattle/Tacoma and south to San Francisco Bay area. The

majority of Salem's domestic and international passenger demand is to the San Francisco Bay area, and points in the Southwest. There is also sufficient traffic to points served by Seattle to warrant Salem - Seattle/Tacoma service. Both routes are well within effective ranges of regional service aircraft and would be within the passenger comfort duration levels.

Reviewing the travel needs of the Salem area market produced two primary needs. The first involves Salem's access to the more traditional air carrier network allowing Salem origin and destination traffic efficient and convenient service. With Salem's McNary Field located in close proximity to the City's business core, State government agency offices, Federal regional offices and educational facilities provides the airport potential passenger convenience and efficiency found in few cities. From McNary Field, efficient public and private transportation is readily available. The central location of McNary Field to Salem's urban core allows access in minutes and security times will be minimal compared to large and medium hub airports.

The second level of need is access to Salem from several cities throughout Oregon. These cities either have limited or no commercial air service and no convenient access to Salem. The need to access the state capitol is well established and the geographical location can make a trip to Salem by ground transportation an all or several day trip. A reliable carrier operation with smaller cost efficient equipment will be required to satisfy that service need. While many of these passengers will be Salem O & D, connecting passengers through Salem will improve overall traffic count.

Implementation

The City of Salem has adopted an implementation strategy to acquire reliable commercial air service involving five (5) strategic objectives.

The objectives are:

- (1) Continue Public awareness campaign of the advantage of local scheduled air service.

While there is very strong support for air service, the program is designed to publicize the business, social, recreational and educational benefits of local air service. Successful air service will require broad community awareness and undertaking and changes in travel habits. The campaign targets the Salem catchment area with special focus on communities within the Salem Urban Core.

- (2) Formalize a public/private partnership to promote Commercial Air Service.

The need for business partnerships to provide economic support to recruit and retain scheduled air service is well documented. Commitment by major local industry and high volume travel users have been solicited and conditional support has been pledged. The second phase of the implementation strategy will formalize these commitments.

(3) Terminal improvement to accommodate additional security.

The existing terminal will require minor internal improvements to enhance security and improve passenger and baggage processing. The changes will allow instillation of new security screening equipment, security monitoring, customer comfort and terminal appearance. Other FAA Part 107 security improvements have already been programmed and schedule for completion within the next 12 months. Airport operating specifications have been reviewed and can be implemented within thirty days.

(4) Airline recruitment.

A marketing program to develop a recruitment strategy and associated material was initialized in March, 2002. Potential carriers have been researched and a consulting firm is being scheduled to provide technical and industry input in developing a recruiting strategy. The goal is to recruit both a high visible regional carrier to provide the initial north and south access to Salem's two strategic markets. A secondary goal is to recruit a compatible smaller carrier to allow regional access to Salem from under served Oregon communities.

(5) Develop scheduled Air Service Marketing Campaign.

Once airlines are recruited a significant marketing campaign will be undertaken to educate the public of the travel options and opportunities. The air service campaign will utilize the full resources of the public/private partnership and will be perhaps the most important component if the service is to be successful. The campaign will involve major media advertisement, airport use promotions, hotel and car-rental discounts, major attraction discounts for Salem air travelers and special passenger attention activities to reinforce building Salem into air travel plans.

Evaluation of each phase of the implementation plan will be ongoing. Strategic planning requires implementing strategies that allow degrees of flexibility to adopt to changing conditions and take advantage of unforeseen opportunities. While these objectives are interdependent each can be modified to seek maximum impact and be reinforced as necessary.

Budget

		2002	2003	2004	2005
Public information campaign Marketing research	Local Funds	25,000	20,000	20,000	
	Air 21 Funds	20,000	20,000		
Airline Recruitment materials and presentation including carrier analysis (1) regional carrier (2) Interstate carrier	Local Funds	30,000	20,000	10,000	10,000
	Air 21 Funds	20,000	10,000		
Public/private partnership development	Local Funds	20,000	10,000	10,000	10,000
	Air 21 Funds	10,000	10,000		
Air Service Marketing	Local Funds	25,000	100,000	100,000	80,000
	Air 21 Funds	50,000	100,000	130,000	80,000
Terminal Security improvements	Local Funds	20,000	40,000	20,000	20,000
	Air 21 Funds	10,000	40,000		
TOTALS	Local Funds	120,000	190,000	160,000	120,000
	Air 21 Funds	110,000	180,000	130,000	80,000

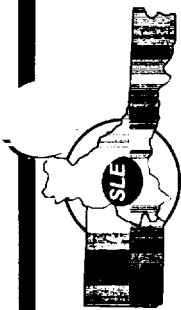
Salem Air Service Profile & Recommendation Analysis

Domestic & International O&D Passenger Estimates and Air Service Recommendations

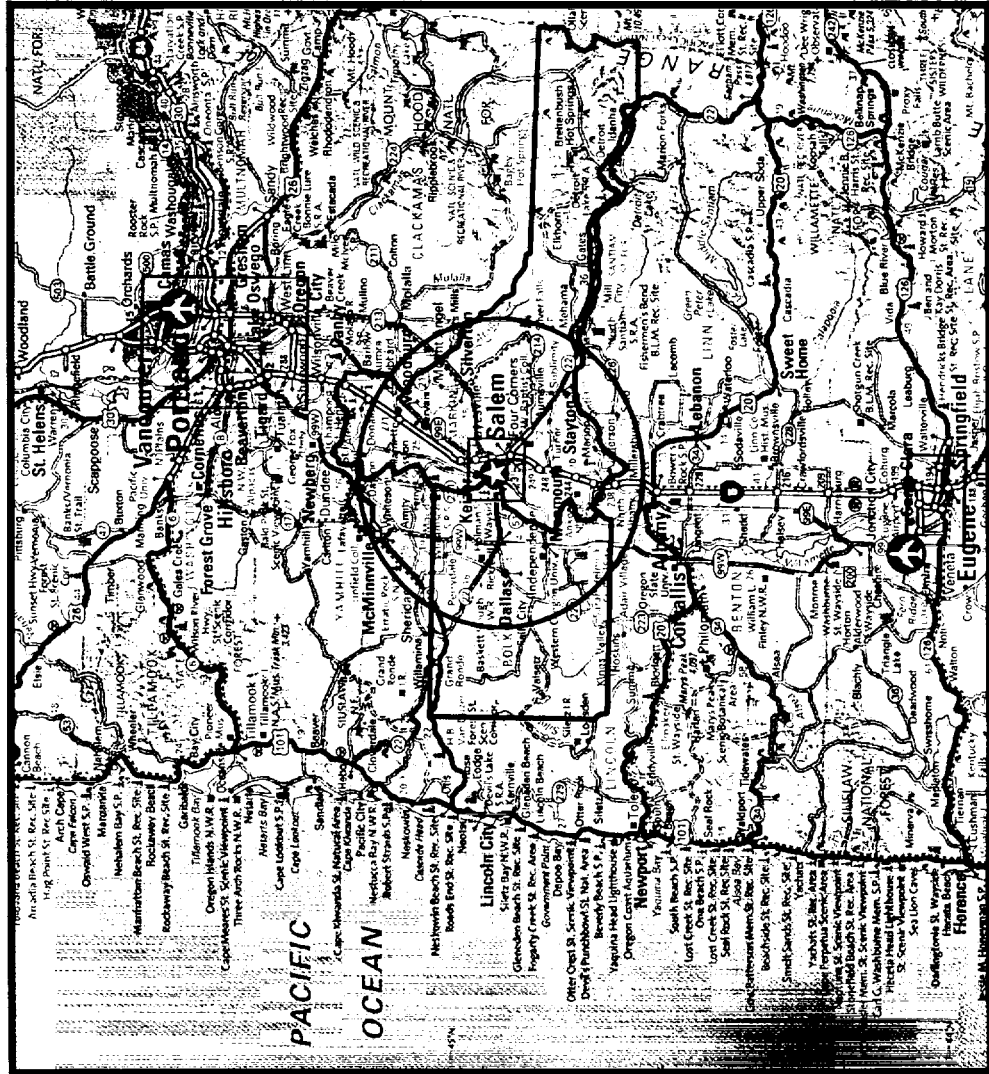


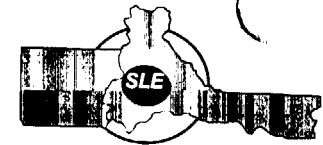
1	Executive Summary
2	The Portland Airport Catchment Area
3	Willamette Valley Air Traffic
4	City of Salem
5	Salem Urban Core
6	Salem Metropolitan Statistical Area
7	Salem Airport Catchment Area
8	Western U.S. Airlines
9	Salem Air Service Priorities
10	Appendices





1. Executive Summary





The City of Salem is the 4th Largest Municipality in the Willamette Valley, While Marion County Contains 8.4% of the Population and Economic Strength of the Valley

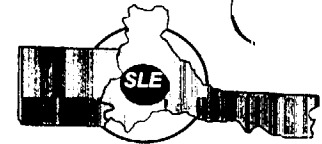
• The Portland Airport Catchment Area

- *Portland International Airport serves as the air transportation hub for 18 counties of the Willamette Valley, from Lane County in the south to Cowlitz County in southeastern Washington state.*
- *With 280,000 residents, Marion County is the 6th largest municipality in the Willamette Valley. The entire Valley contains 3 million people.*
- *With 136,000 residents, the City of Salem is the 4th most populous in the Willamette Valley, behind Portland, Vancouver and Eugene.*
- *Based on six leading economic and demographic indicators, Marion County contains 8.4% of the population and economic strength of the Willamette Valley. By comparison, Multnomah County has 27.3% of the Valley's economy. The City of Salem contains 4.0% of the Valley's population and economic strength.*

• Willamette Valley Air Traffic

- *Portland International Airport enplanes 94.3% of the Willamette Valley's total of 11.3 million annual domestic passengers and 88.5% of the total domestic traffic in the entire state of Oregon.*
- *Portland also produces 93.4% of the \$1.58 billion in airline revenue generated in the Willamette Valley.*
- *Nearly 50.0% of the Willamette Valley's domestic passengers are headed to points in the western U.S., with a full third of all passengers traveling to/from California. The Willamette Valley's top five domestic passenger markets are Los Angeles, San Jose, San Francisco, Las Vegas and Phoenix. The Willamette Valley's top five revenue markets are New York, Los Angeles, Chicago, Denver and Phoenix.*
- *Alaska Airlines (with Horizon) is the largest domestic passenger carrier in the Willamette Valley, carrying 29.0% of all passengers. However, United Airlines is the Valley's largest domestic revenue carrier, generating \$411 million, or 26.0% of the total.*

Source: Sixel, Boggs and Associates, Inc.



While San Francisco Service on United Airlines Would Serve the Vast Majority of Salem Passengers, Seattle/Tacoma is the Logical First Step for Salem

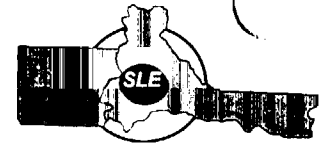
• Salem Area Passenger Estimates

- *Based on the population and economic strength of the city of Salem, it is estimated that over 450,000 one-way domestic passenger trips are produced by area residents and those traveling to the city. By comparison, 2.5 million passengers are generated by the city of Portland and 470,000 are produced by the city of Eugene. Salem's Metropolitan Statistical Area (MSA) generates 1.1 million domestic passenger trips. This is equal to the number of trips produced by the Eugene-Springfield MSA.*
- *It is further estimated that the city of Salem produces \$64.0 million in domestic revenue and that Salem's MSA generates \$154 million of the \$1.58 billion that is produced in the Willamette Valley. This is also equal to the Eugene-Springfield MSA.*
- *It is estimated that Salem's MSA produces 79,000 annual passenger trips to its top domestic market, Los Angeles, or 108 passengers per day each way. In terms of revenue, it is estimated that Salem's MSA generates \$7.3 million in annual revenue to its top market, New York, or \$10,000 in revenue per day each way.*

• Air Service Recommendations

- *Based on the analysis contained in this presentation, it is concluded that United Airlines service to San Francisco should be Salem's top priority for air service. The vast majority of Salem's domestic and international passenger demand is headed to San Francisco or could flow through San Francisco to other points in the southwest. In reality, the situation that United Airlines faces at San Francisco will make accomplishing this goal very difficult. Airspace and infrastructure constraints have made San Francisco one of the nation's most congested airports. Also, United recently pulled down Spokane-San Francisco service due to operating losses. However, United Express has added turboprop service to Redmond/Bend in the past 18 months. United has announced that SkyWest Airlines will provide regional jet service for United in the western U.S., beginning in Denver and following with Los Angeles, San Francisco and possibly Portland and Seattle/Tacoma. Salem should now begin working toward the day when United places regional jets into the San Francisco market.*
- *Salem's best chance for new service in the near term is at Seattle/Tacoma. Due to the proximity of Portland to Salem and the service patterns of airlines in the west, Salem should push hard for service to Seattle/Tacoma to be provided by United Express or Horizon. While Seattle/Tacoma would not serve those heading to California, enough people are traveling to/from markets served by Seattle/Tacoma that this would be a very logical first step.*

Source: Sixel, Boggs and Associates, Inc.

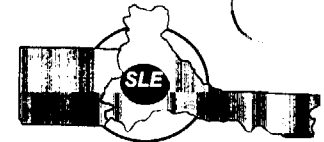


Glossary of Terms

- Glossary of Terms:

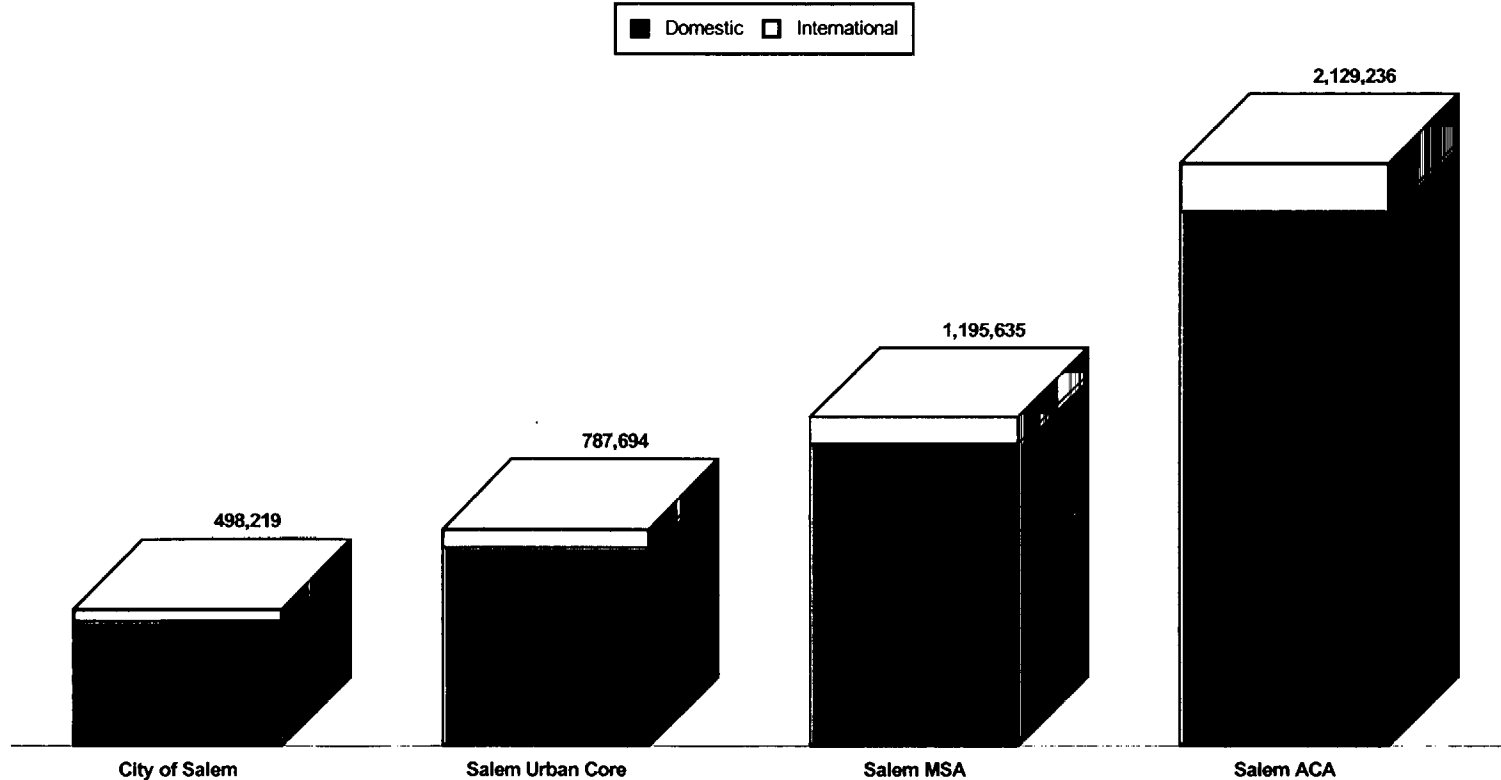
- **ACA (Airport Catchment Area):** *Salem's ACA includes all cities and counties or parts of counties that are closest to Salem Airport versus Portland International Airport and/or Eugene Airport as the crow flies.*
- **MSA (Metropolitan Statistical Area):** *As defined by the U.S. Department of Commerce. Salem's MSA includes the two counties of Marion and Polk.*
- **O&D Passengers and Revenue (Origin & Destination):** *The total number of one-way passengers or carrier revenues that travel or is derived between city-pair markets, regardless of any intermediate points. For example, a passenger traveling from Portland to San Diego with a stopover in San Francisco is a Portland-San Diego O&D passenger.*
- **Salem Urban Core:** *Includes all sizable municipalities (at least 5,000 residents) located within 20 miles of Salem. It is more restrictive in size and scope than an MSA, but includes the metropolitan area that surrounds Salem.*

Source: Sixel, Boggs and Associates, Inc.

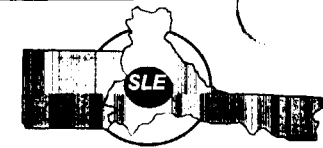


Based on the Population and Economic Strength of the Salem Area, it is Estimated That the City of Salem Itself Generates Nearly 500,000 Total O&D Passengers

Estimated Domestic O&D Passengers Generated by Salem Area Residents
12 Months Ended September 2000

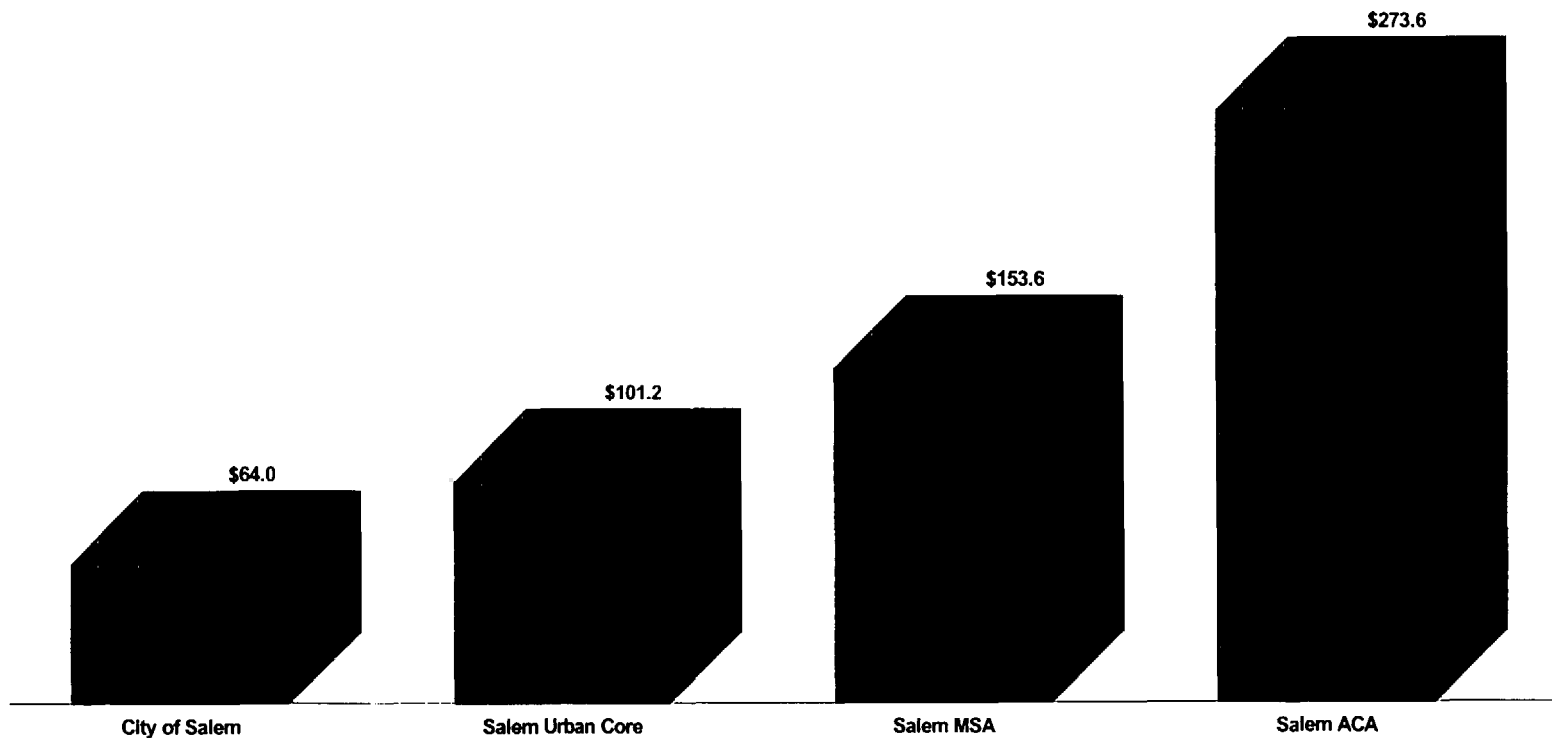


Source: Sixel, Boggs and Associates, Inc.

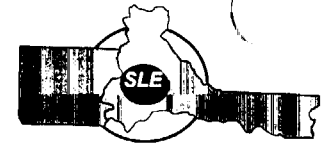


Based on the Population and Economic Strength of the Salem Area, it is Estimated That the City of Salem Itself Generates \$64 Million in Domestic Revenue

Estimated Domestic O&D Revenue Generated by Salem Area Residents
12 Months Ended September 2000 - \$millions



Source: Sixel, Boggs and Associates, Inc.



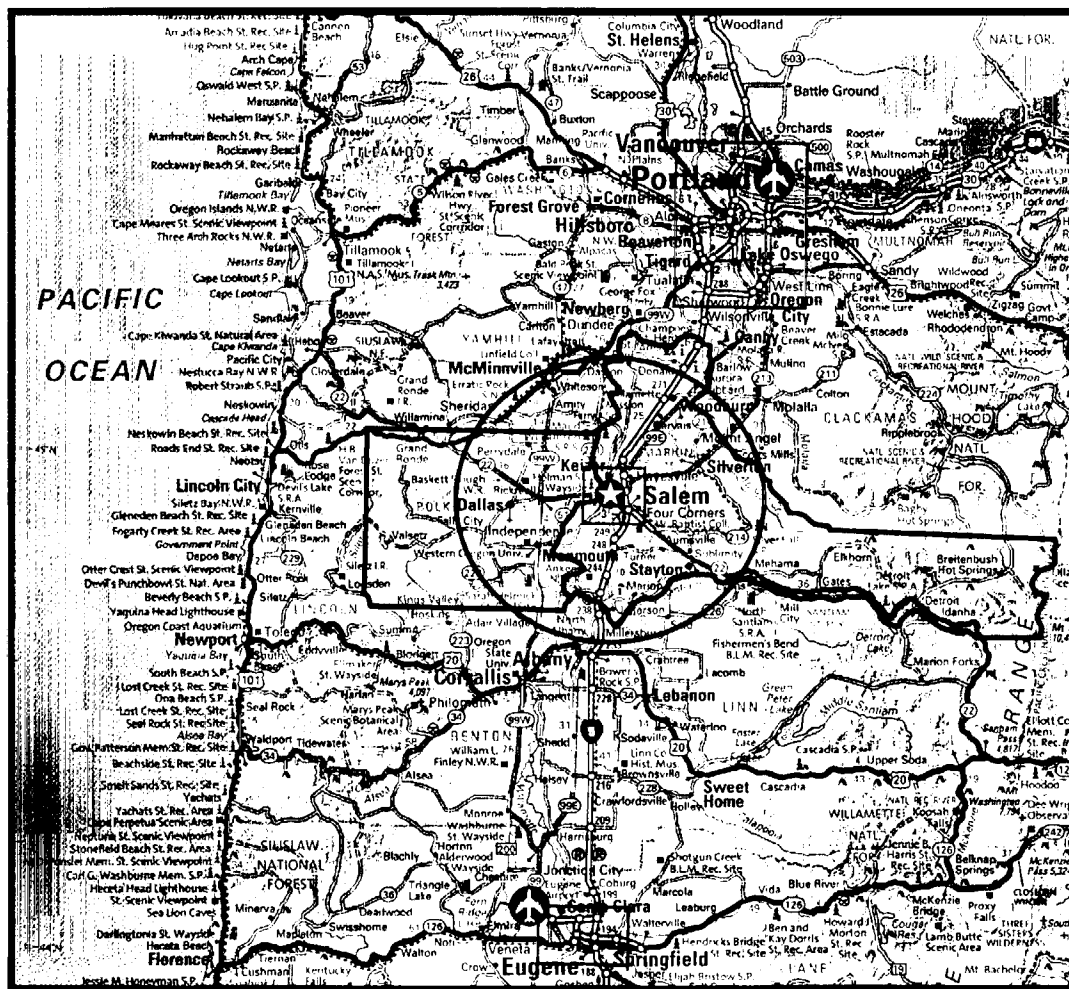
Though Salem Has Many Hurdles to Overcome for New Service, The Best Options in Terms of Passenger Demand & Carrier Strength are San Francisco & Seattle

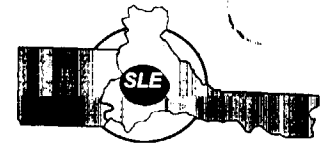


Source: Sixel, Boggs and Associates, Inc.



2. The Portland Airport Catchment Area





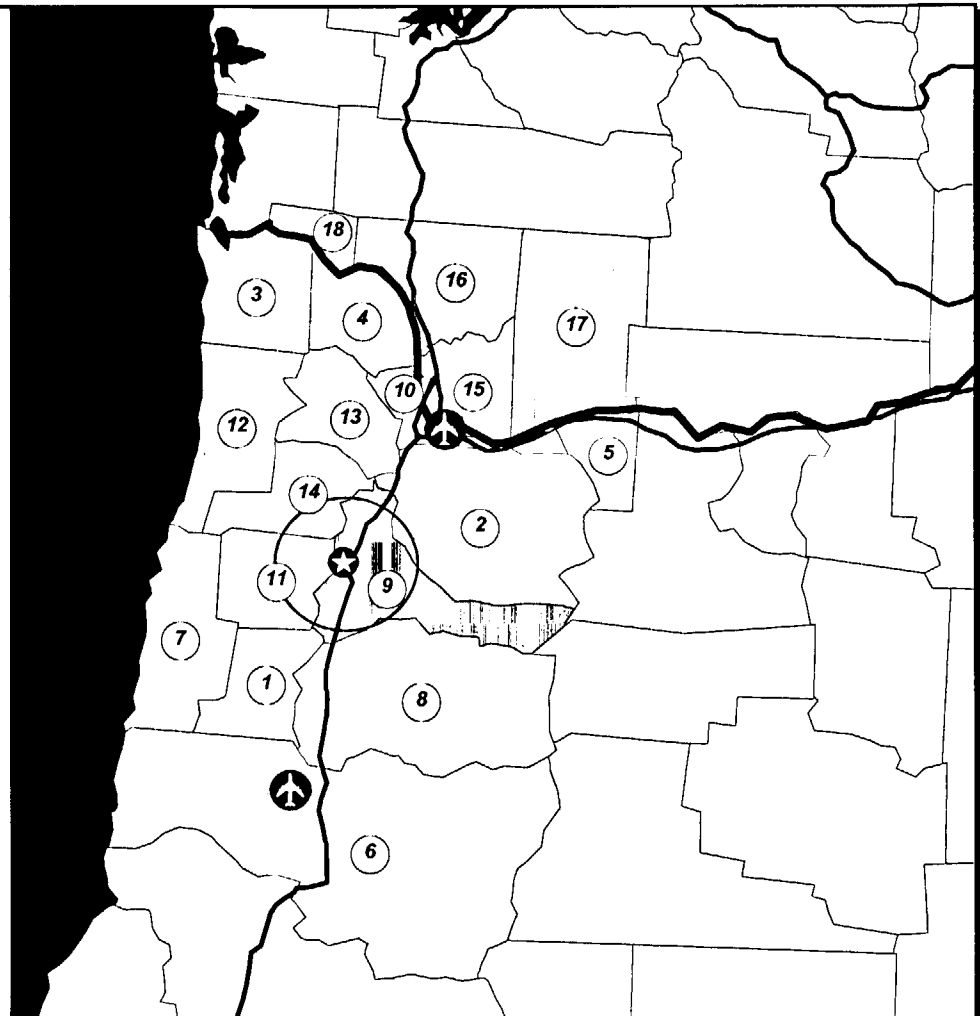
Portland International Airport Serves as the Air Transportation Center for 18 Counties, Drawing Passengers From Lane County to Southeast Washington State

• Oregon

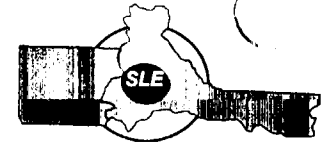
- 1 Benton County
- 2 Clackamas County
- 3 Clatsop County
- 4 Columbia County
- 5 Hood River County
- 6 Lane County
- 7 Lincoln County
- 8 Linn County
- 9 Marion County
- 10 Multnomah County
- 11 Polk County
- 12 Tillamook County
- 13 Washington County
- 14 Yamhill County

• Washington

- 15 Clark County
- 16 Cowlitz County
- 17 Skamania County
- 18 Wahkiakum County

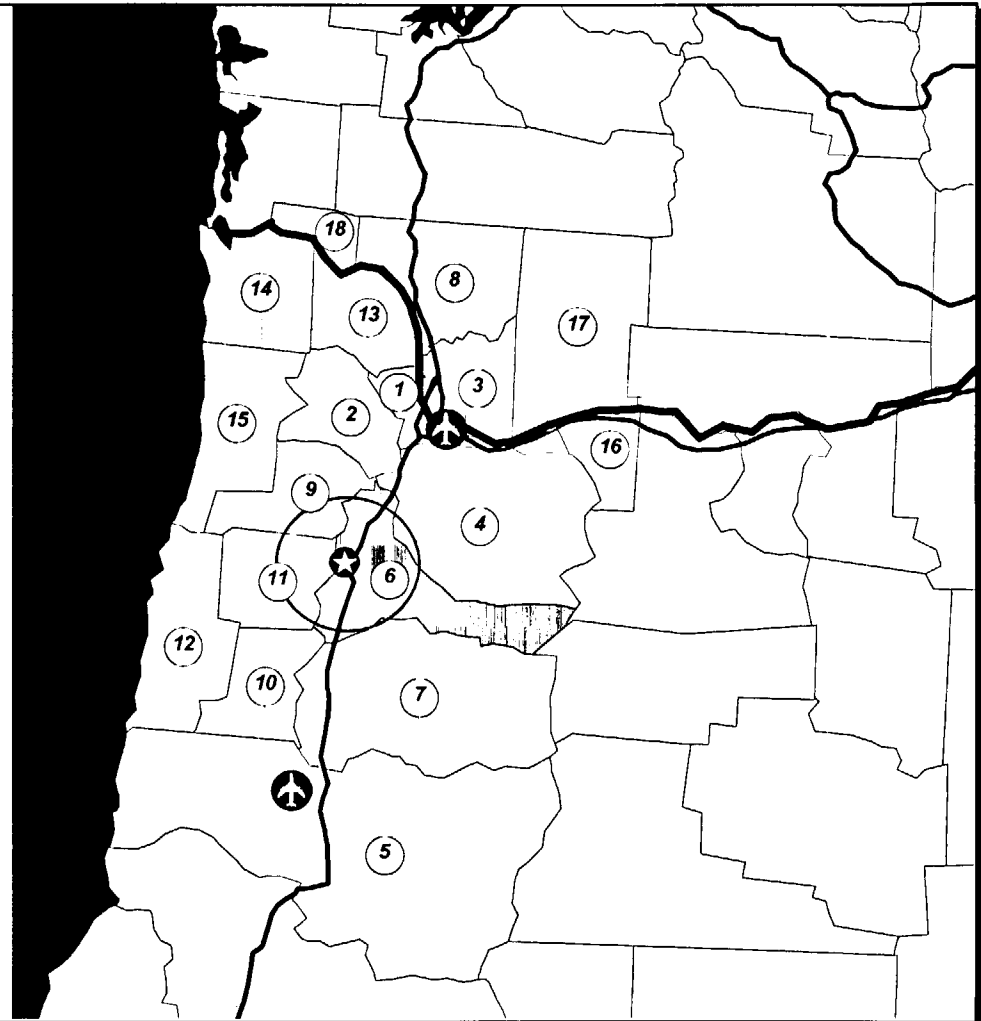
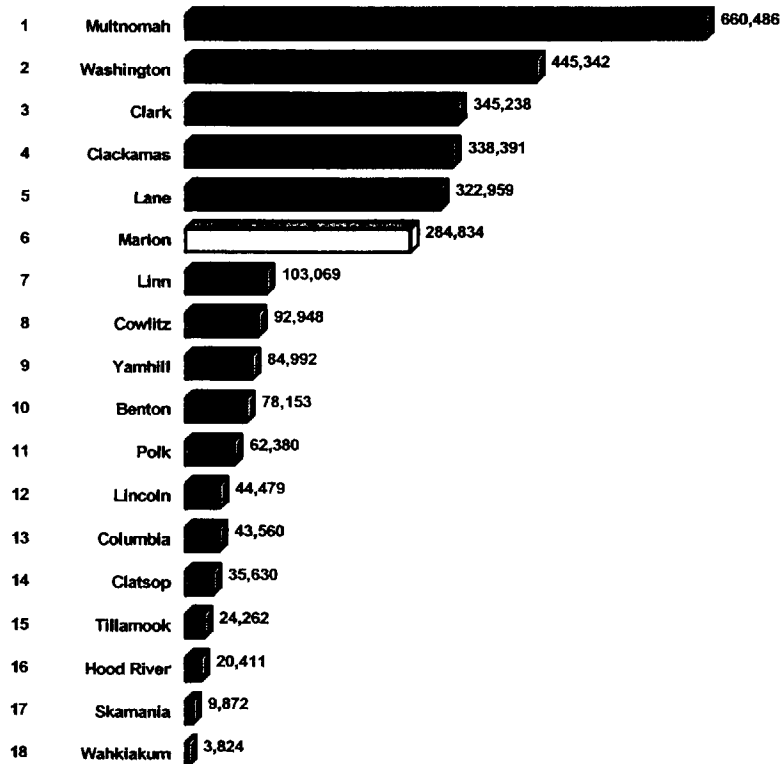


Source: Sixel, Boggs and Associates, Inc.



With Over 280,000 Residents, Marion County is the 6th Largest in Portland's Airport Catchment Area - The Entire Catchment Area Has 3,000,830 People

Portland Airport Catchment Area - Population
Year 2000



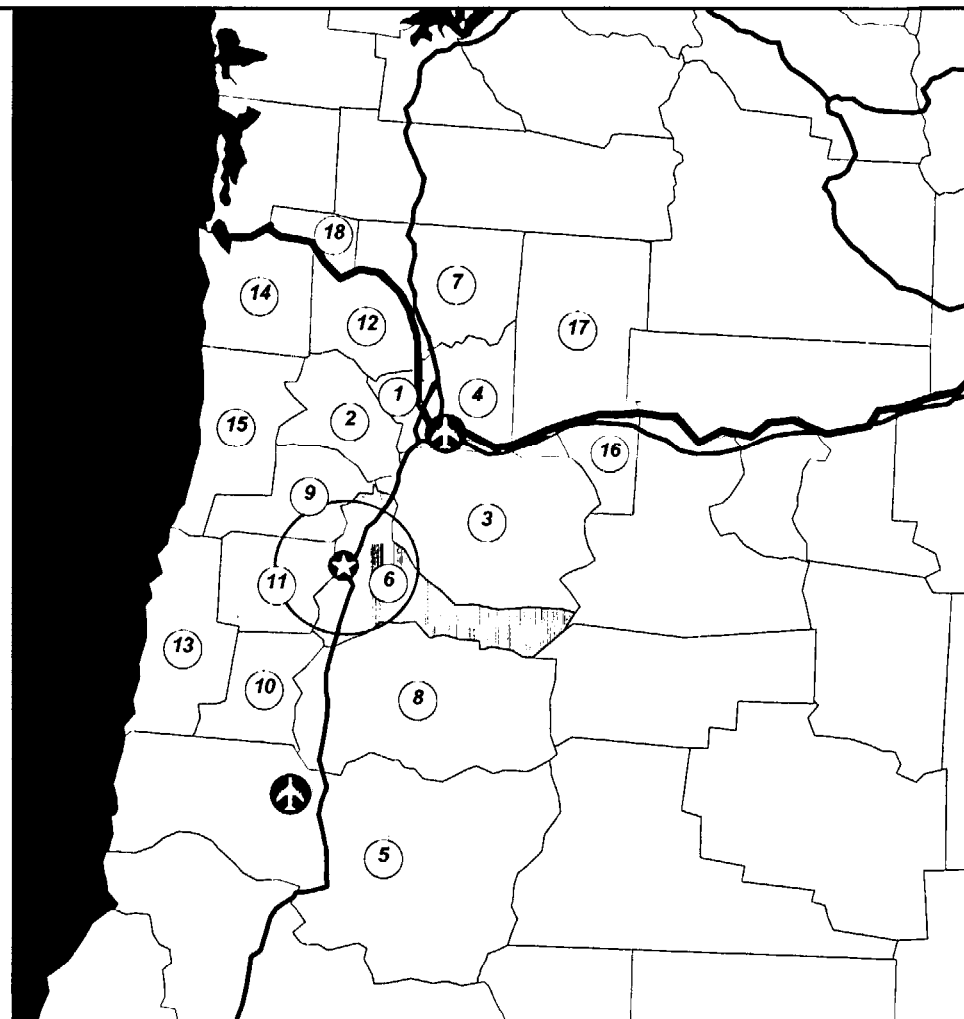
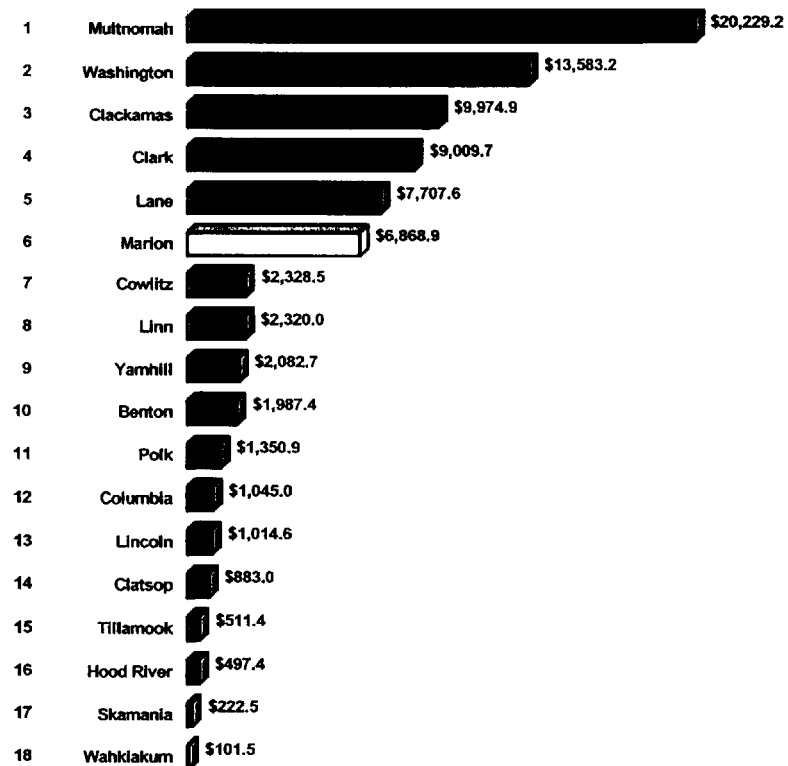
Source: U.S. Bureau of the Census



With Personal Income Totaling \$6.8 Billion, Marion County is the 6th Largest in Portland's Airport Catchment Area - The Entire Area's Income is \$81.7 Billion

Portland Airport Catchment Area - Personal Income

Year 2000 est. (\$millions)

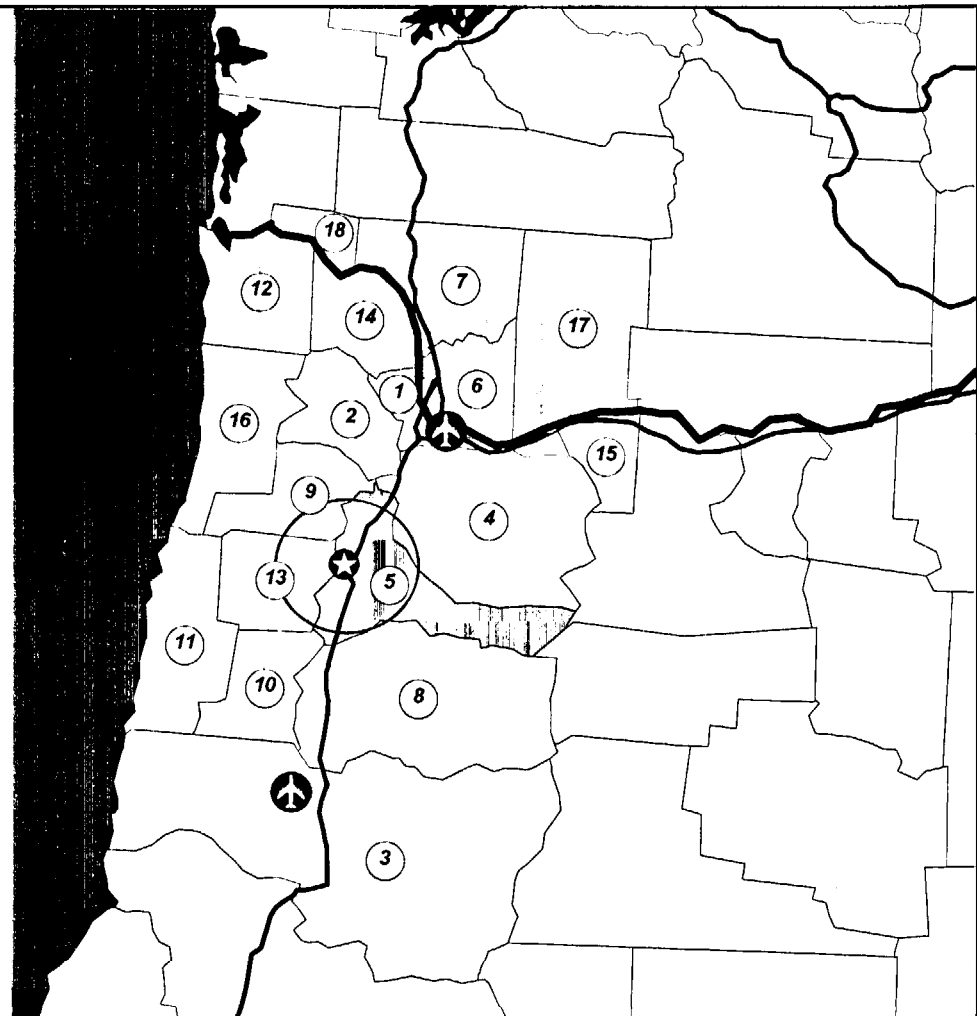
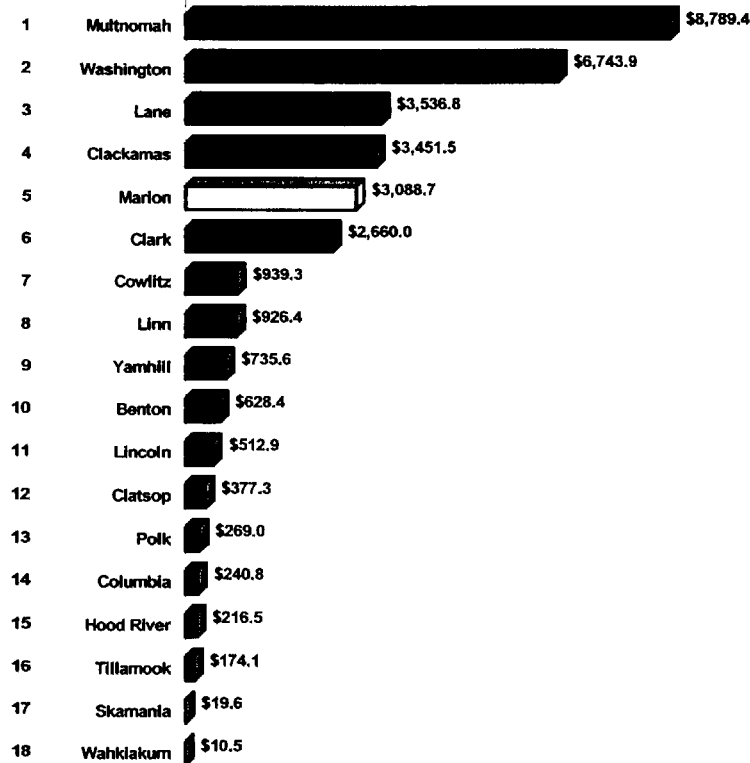


Source: U.S. Bureau of the Census

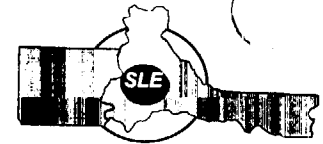


With Retail Sales Exceeding \$3.0 Billion, Marion County is the 5th Largest in Portland's Airport Catchment Area - The Entire Area Has Retail Sales of \$33.3 Billion

Portland Airport Catchment Area - Retail Sales
Year 2000 est. (\$millions)



Source: U.S. Bureau of the Census



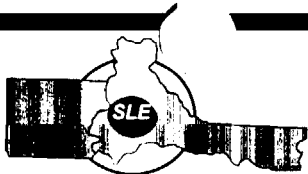
Based on Six Leading Economic & Demographic Indicators, Marion County Contains 8.4% of the Population and Economic Strength of Portland's Airport Catchment Area

County Shares of Portland International Airport Catchment Area Economy Six Leading Economic & Demographic Indicators

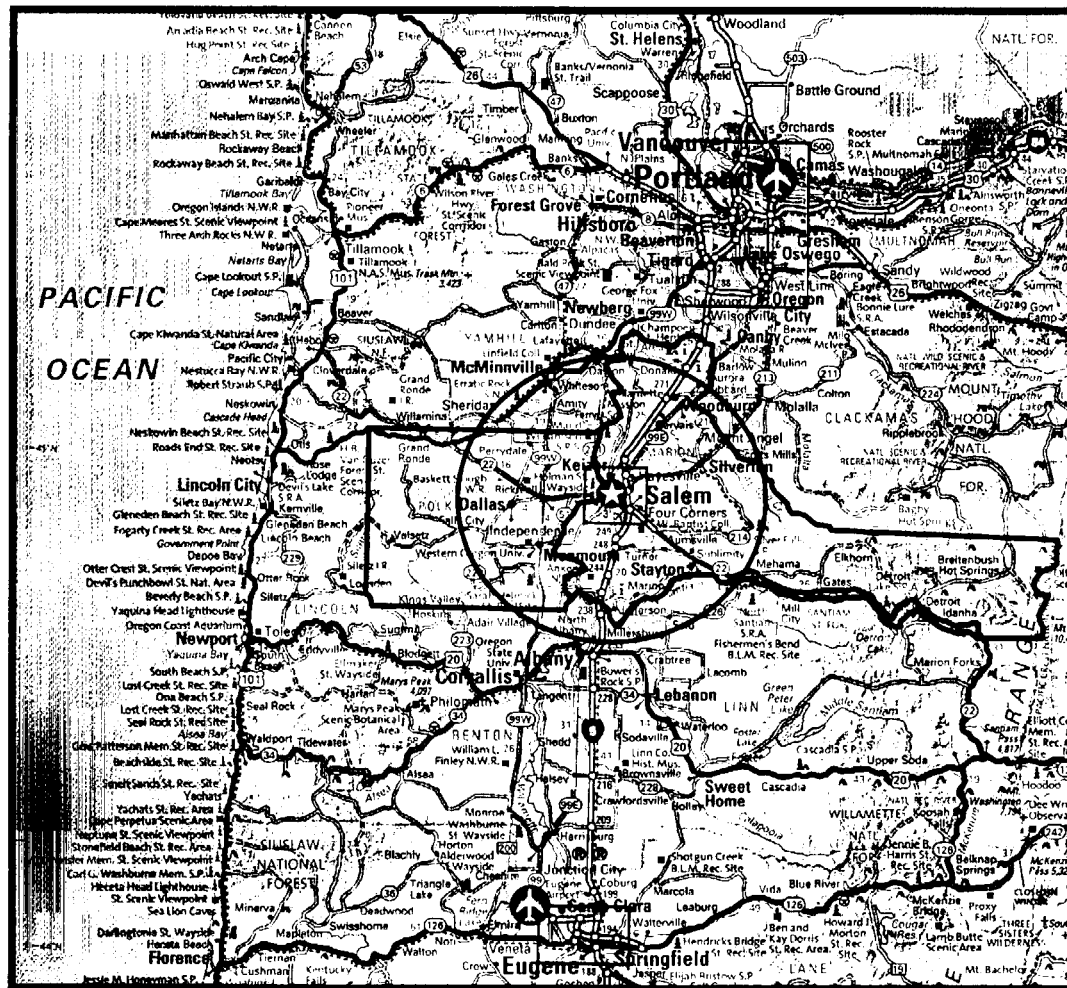
Year 2000 estimates

Rank	County	Population	Employment	Earnings	Manufacturing Earnings	Retail Sales	Personal Income	Total Points	Regional Share
1	Multnomah	22.0	30.5	34.5	25.6	26.4	24.8	163.7	27.3%
2	Washington	14.8	15.4	16.8	22.3	20.2	16.6	106.3	17.7%
3	Clackamas	11.3	9.3	8.5	7.2	10.4	12.2	58.9	9.8%
4	Lane	10.8	10.2	8.8	8.4	10.6	9.4	58.3	9.7%
5	Clark	11.5	8.2	8.2	8.8	8.0	11.0	55.7	9.3%
6	Marion	9.5	9.2	8.2	5.9	9.3	8.4	50.5	8.4%
7	Linn	3.4	3.0	2.8	5.1	2.8	2.8	19.9	3.3%
8	Cowlitz	3.1	2.8	2.9	5.3	2.8	2.8	19.7	3.3%
9	Benton	2.6	2.6	2.3	3.1	1.9	2.4	14.9	2.5%
10	Yamhill	2.8	2.3	2.0	2.9	2.2	2.5	14.8	2.5%
11	Polk	2.1	1.3	0.9	1.0	0.8	1.7	7.8	1.3%
12	Clatsop	1.2	1.2	1.0	1.6	1.1	1.1	7.2	1.2%
13	Lincoln	1.5	1.3	0.9	0.6	1.5	1.2	7.1	1.2%
14	Columbia	1.5	0.9	0.9	1.1	0.7	1.3	6.3	1.1%
15	Hood River	0.7	0.8	0.6	0.5	0.6	0.6	3.8	0.6%
16	Tillamook	0.8	0.7	0.5	0.4	0.5	0.6	3.5	0.6%
17	Skamania	0.3	0.2	0.1	0.1	0.1	0.3	1.1	0.2%
18	Wahkiakum	0.1	0.1	0.1	0.1	0.0	0.1	0.6	0.1%
Total of Above		100.0	100.0	100.0	100.0	100.0	100.0	600.0	100.0%

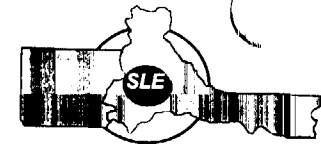
Source: U.S. Bureau of the Census



3. Willamette Valley Air Traffic



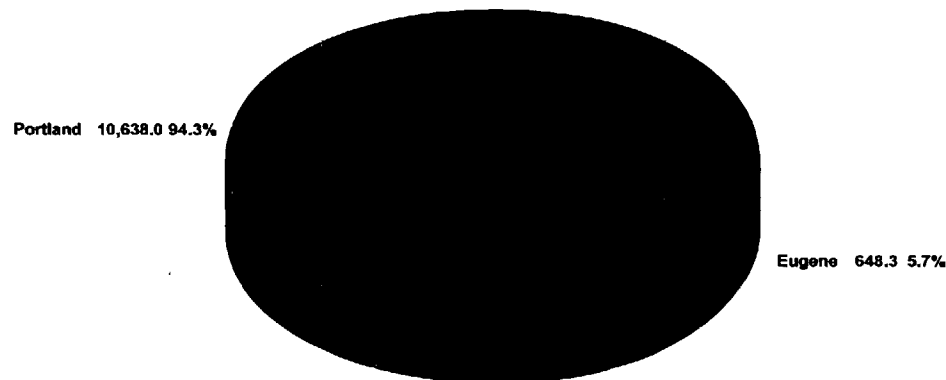
April 2001



Portland Enplanes 94.3% of the Willamette Valley's Domestic Passengers, and in fact, Nearly 9 out of 10 Domestic Passengers in the State of Oregon Use Portland

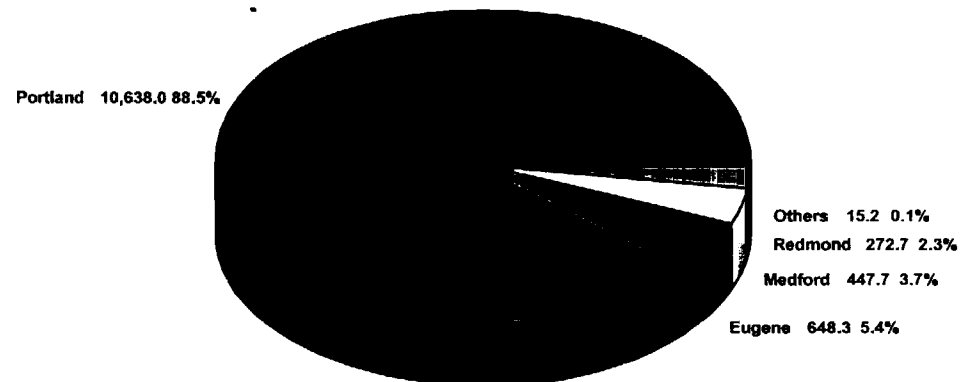
Willamette Valley Domestic Passengers

12 Months Ended September 2000 - thousands

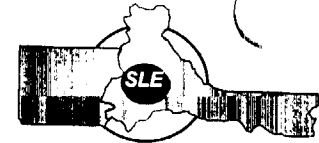


State of Oregon Domestic Passengers

12 Months Ended September 2000 - thousands



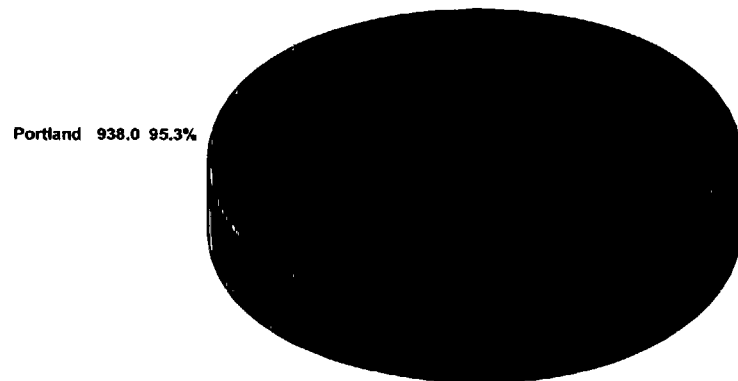
Source: U.S. Department of Transportation



Portland Enplanes 95.3% of the Willamette Valley's International Passengers, and in fact, Over 9 out of 10 International Passengers in the State of Oregon Use Portland

Willamette Valley Domestic Portion of International Passengers

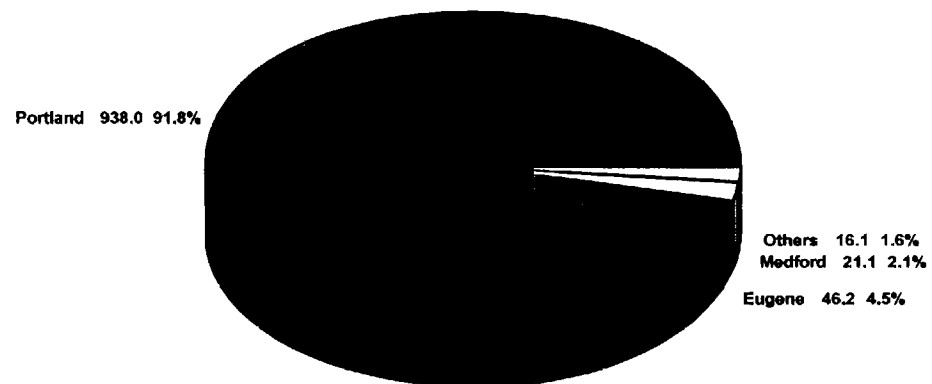
12 Months Ended September 2000 - thousands



Eugene 46.2 4.7%

State of Oregon Domestic Portion of International Passengers

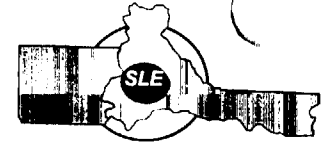
12 Months Ended September 2000 - thousands



Portland 938.0 91.8%

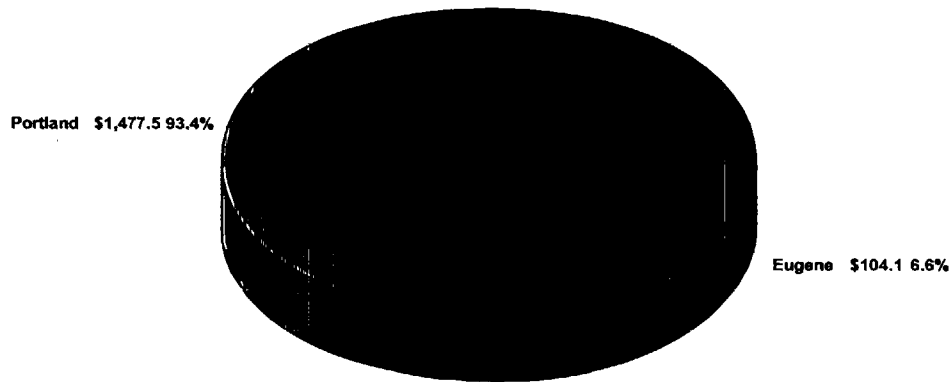
Others 16.1 1.6%
Medford 21.1 2.1%
Eugene 46.2 4.5%

Source: U.S. Department of Transportation

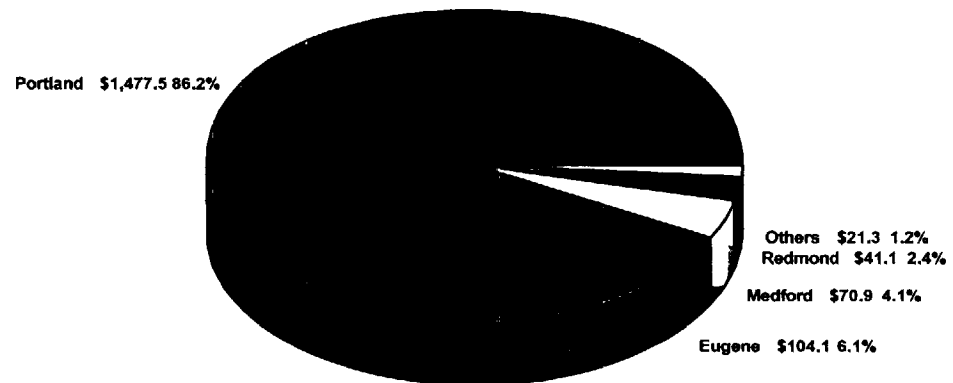


Portland Generates 93.4% of the Willamette Valley's Domestic Revenue, and in fact, Nearly \$9 out of Every \$10 Domestic \$ in the State of Oregon is Generated at Portland

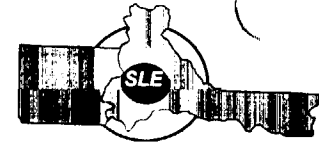
Willamette Valley Domestic Revenue
12 Months Ended September 2000 - \$millions



State of Oregon Domestic Revenue
12 Months Ended September 2000 - \$millions

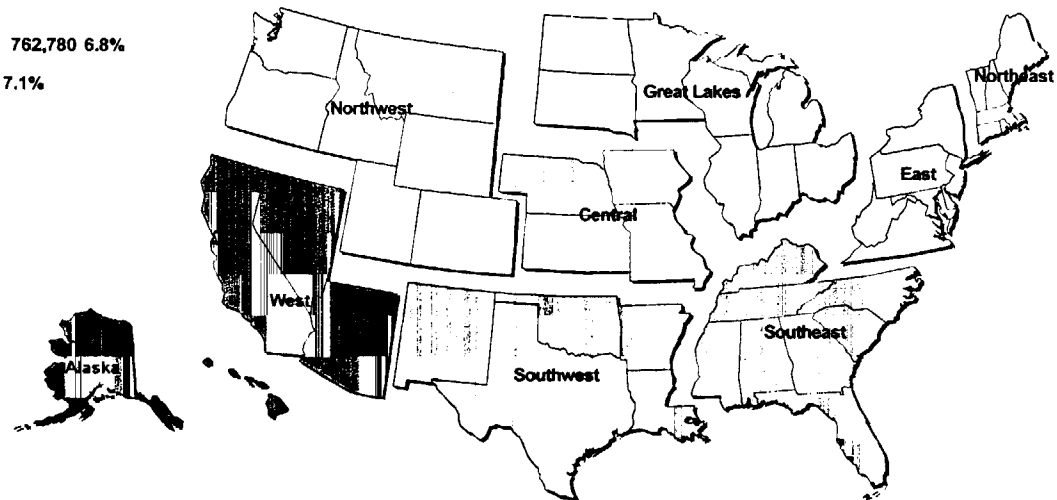
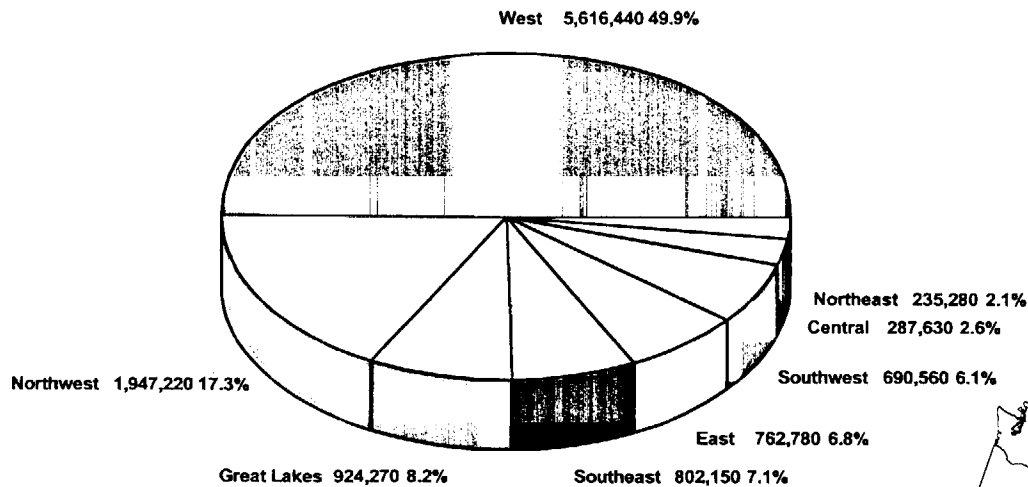


Source: U.S. Department of Transportation

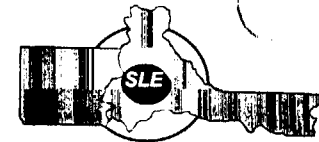


Nearly One Half of The Willamette Valley's Domestic Passengers Travel to Points in the Western Region, With 33.7% Traveling to Points Within California

Willamette Valley O&D Passengers by Region
12 Months Ended September 2000



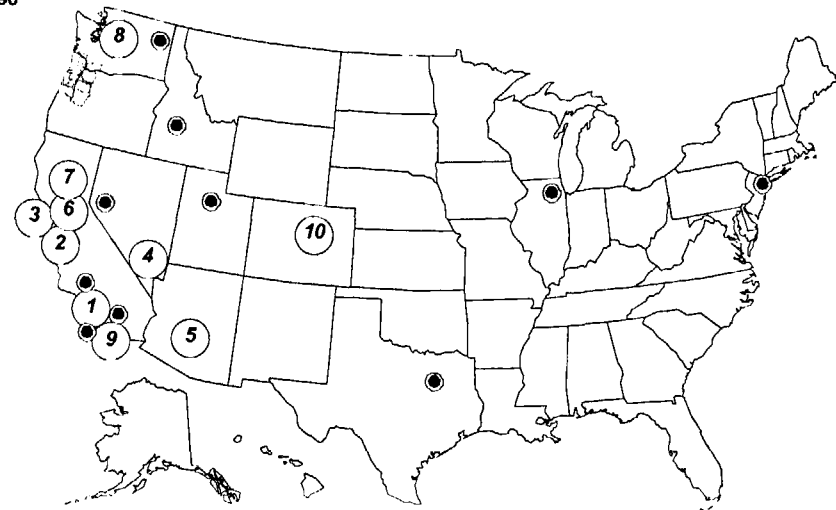
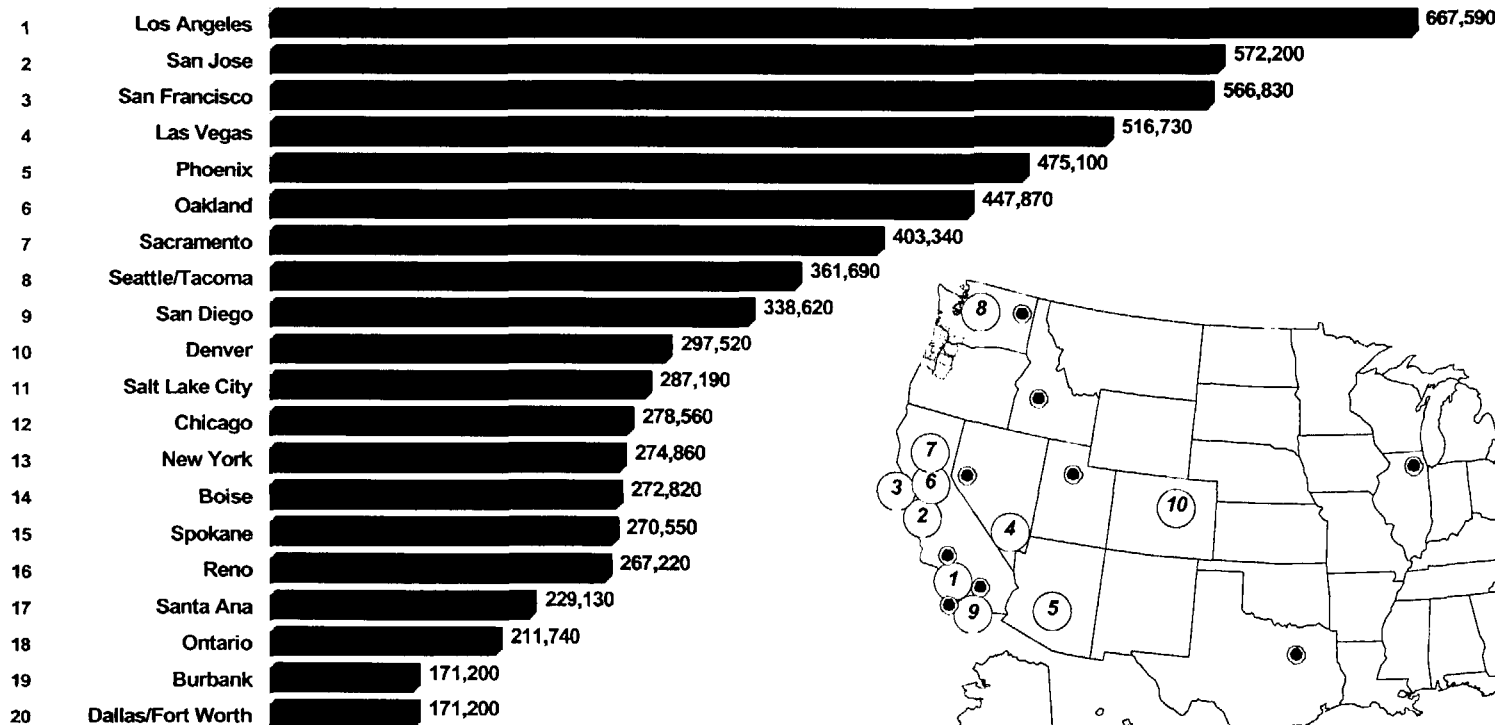
Source: U.S. Department of Transportation



18 of The Willamette Valley's Top 20 Domestic Passenger Markets are Located in the Western U.S. and Include Las Vegas, Phoenix and 9 Markets in California

Top 20 Willamette Valley Domestic Portion of International O&D Passenger Gateways
12 Months Ended September 2000

■ Portland ■ Eugene

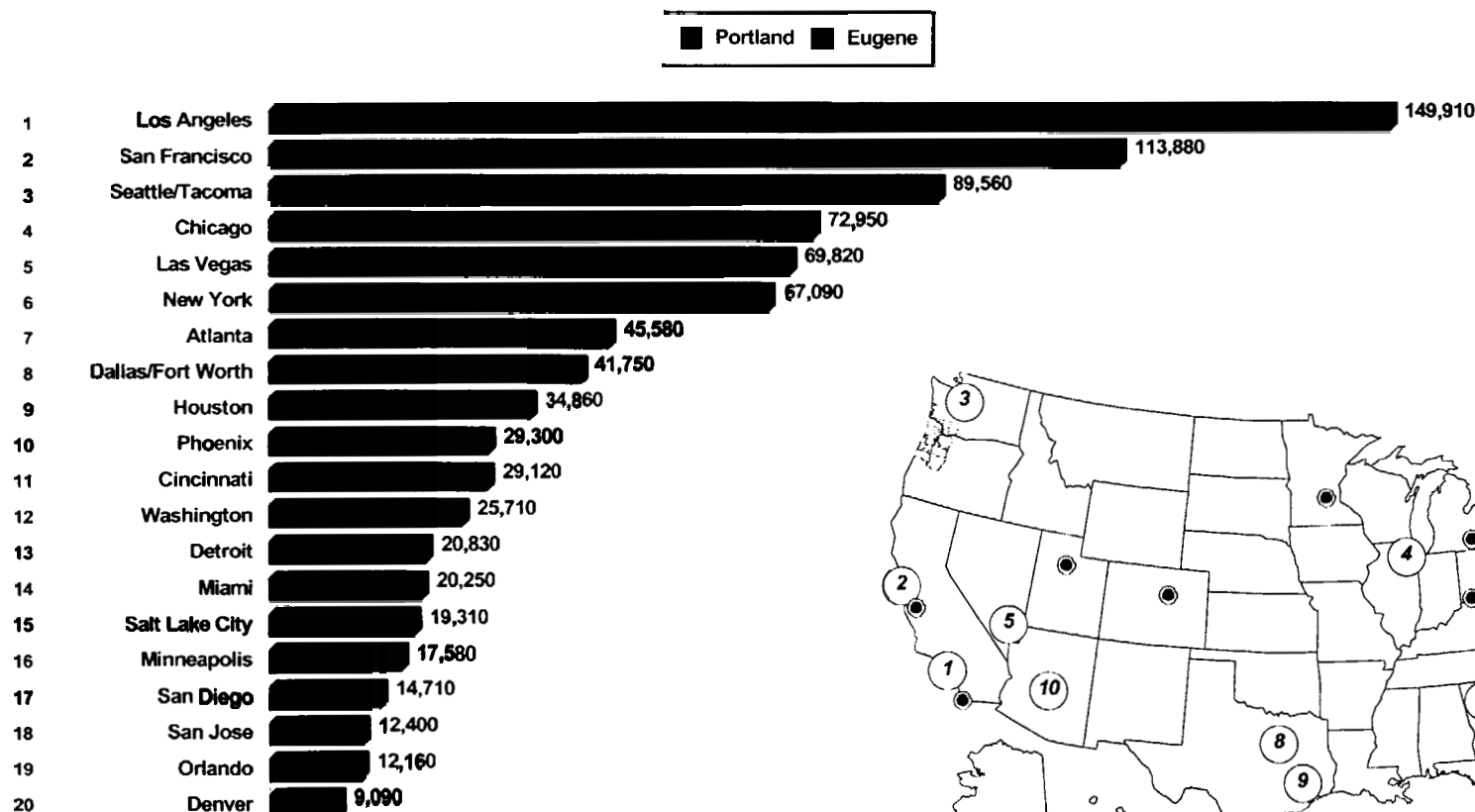


Source: U.S. Department of Transportation



The Willamette Valley's Top 3 International Passenger Gateways are Located on the West Coast, However, Gateways are Located at Airline Hubs Across the U.S.

Top 20 Willamette Valley Domestic Portion of International O&D Passenger Gateways
12 Months Ended September 2000



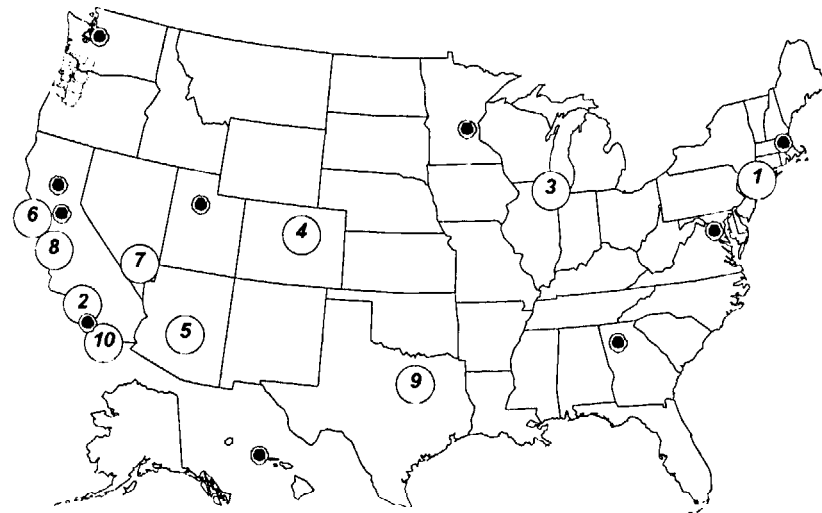
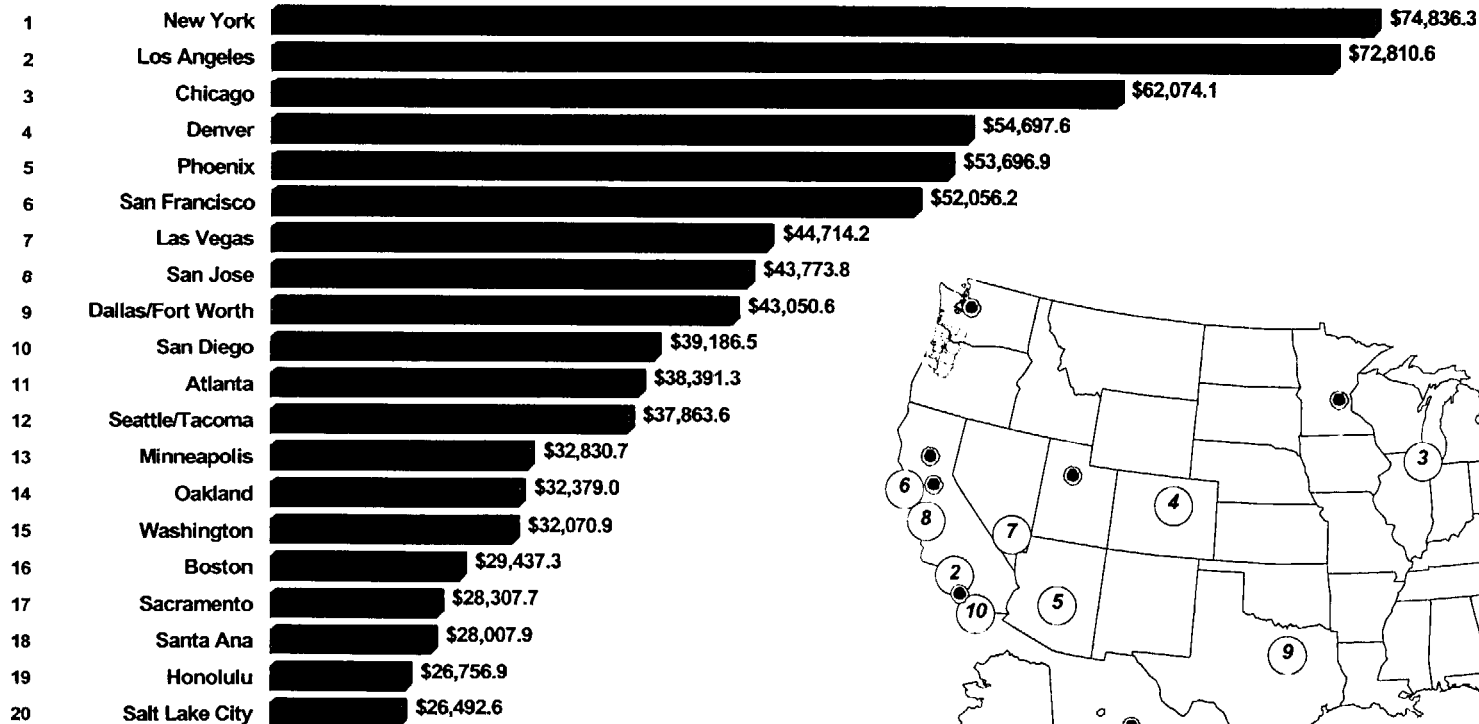
Source: U.S. Department of Transportation



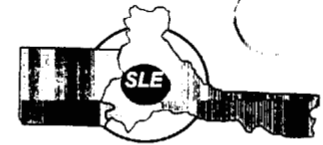
14 of The Willamette Valley's Top 20 Domestic Revenue Markets are Located in the Western U.S., But New York City is the Largest Market, With \$74.8 Million

Top 20 Willamette Valley Domestic O&D Revenue Markets

12 Months Ended September 2000 - \$thousands



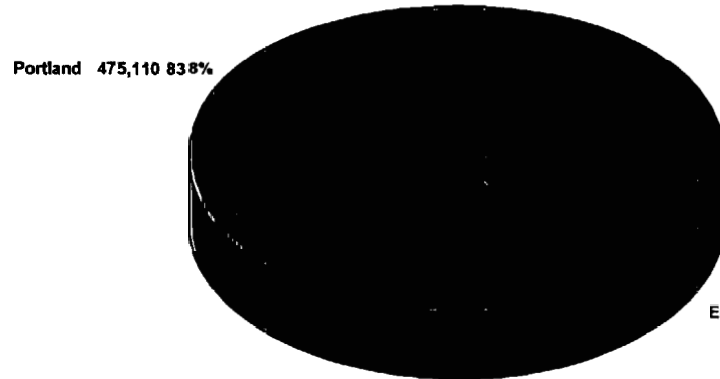
Source: U.S. Department of Transportation



While Portland Enplanes 94.3% of the Willamette Valley's Passengers, Eugene Captures Roughly 15.0% of the Valley's Traffic in Markets Where Service is Provided

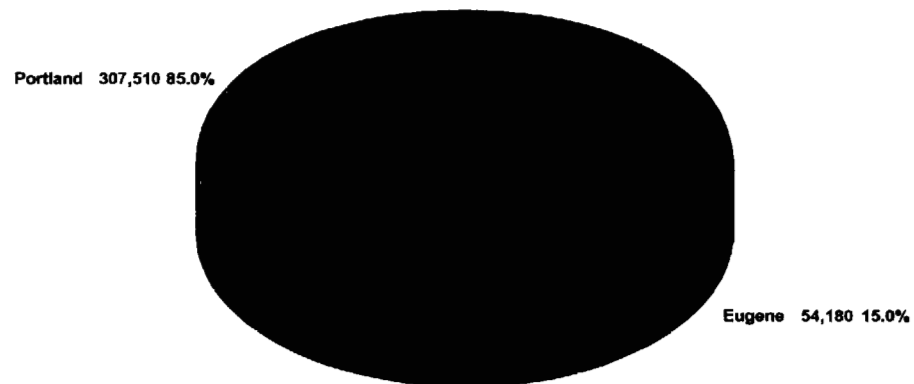
Willamette Valley-San Francisco Domestic Passengers

12 Months Ended September 2000

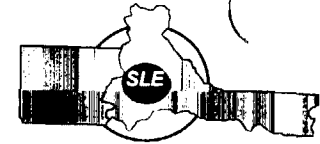


Willamette Valley-Seattle/Tacoma Domestic Passengers

12 Months Ended September 2000

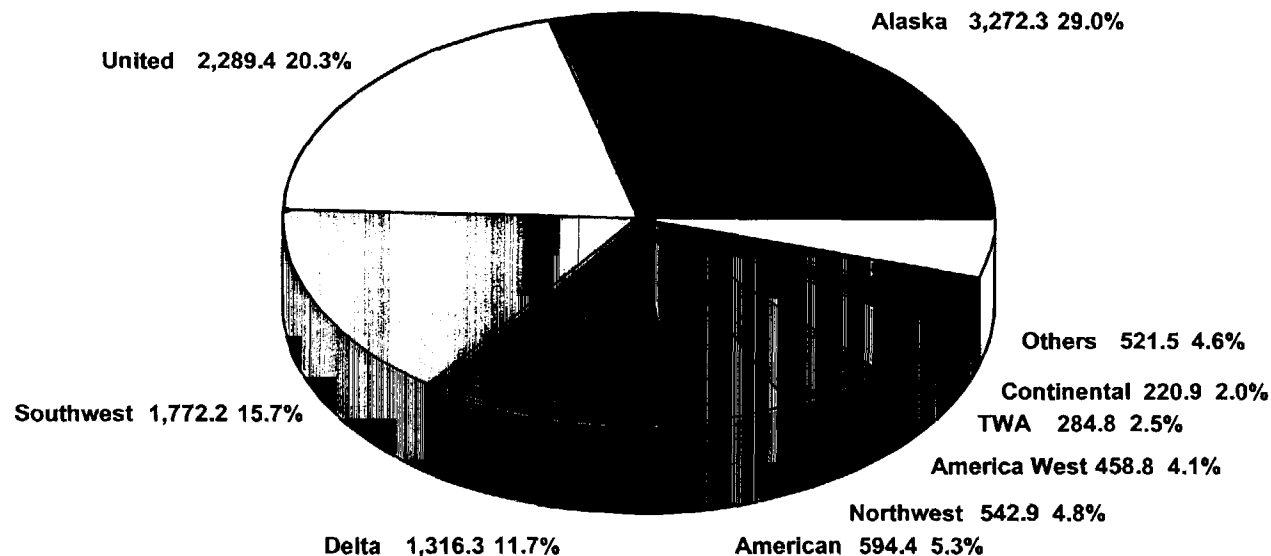


Source: U.S. Department of Transportation

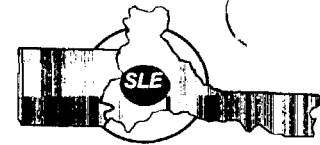


While Alaska and United Carry Nearly Half of The Willamette Valley's Domestic Passengers, No One Carrier Controls the Market, as Portland is Highly Competitive

Airline Shares of Willamette Valley Domestic O&D Passengers
12 Months Ended September 2000 - thousands

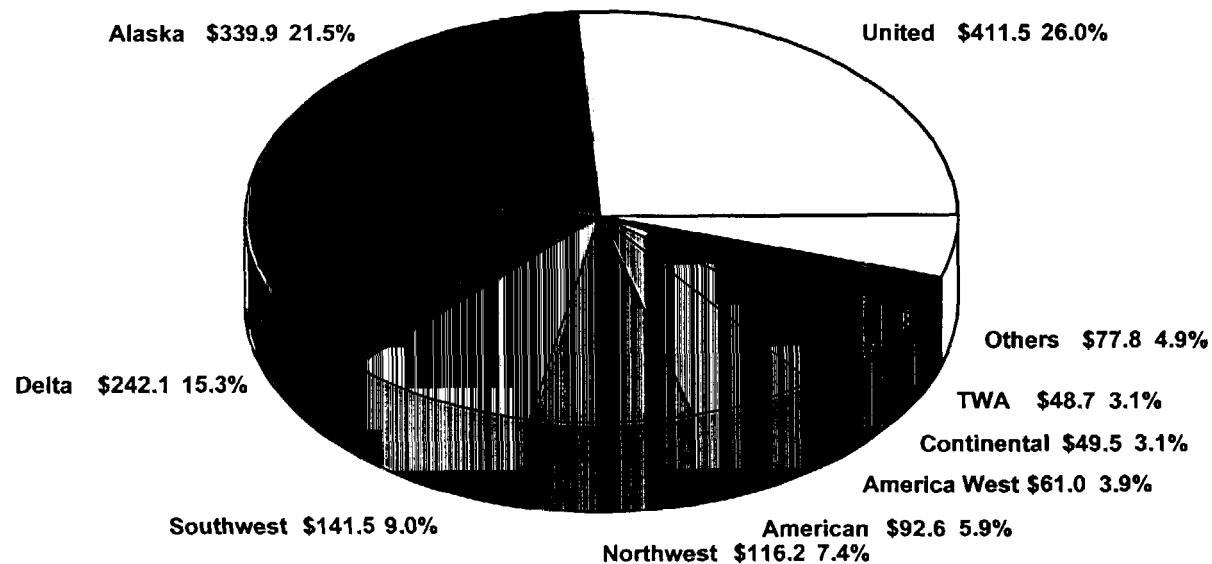


Source: U.S. Department of Transportation



While United and Alaska Generate Nearly Half of The Willamette Valley's Domestic Revenue, No One Carrier Controls the Market, as Portland is Highly Competitive

Airline Shares of Willamette Valley Domestic O&D Passengers
12 Months Ended September 2000 - \$millions

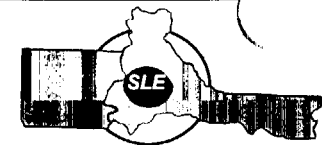


Source: U.S. Department of Transportation



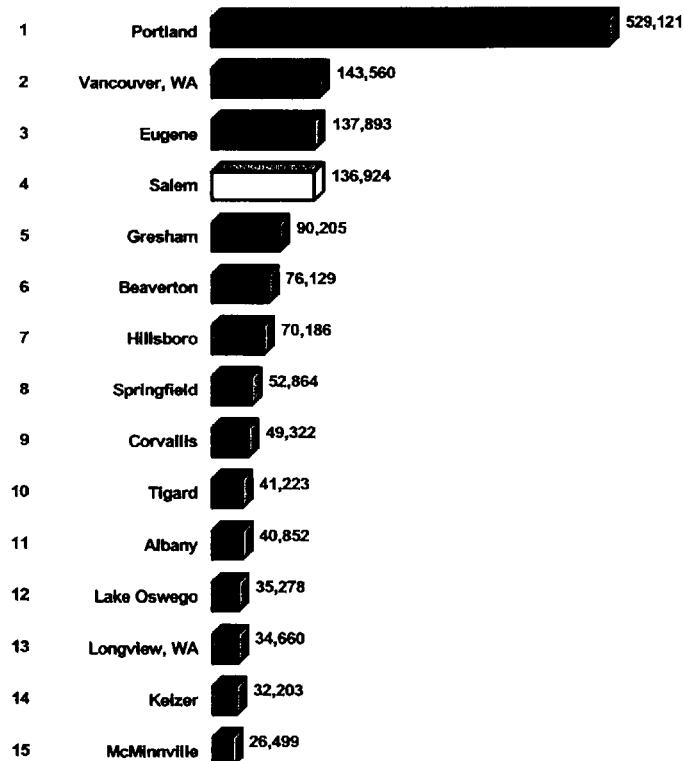
4. City of Salem



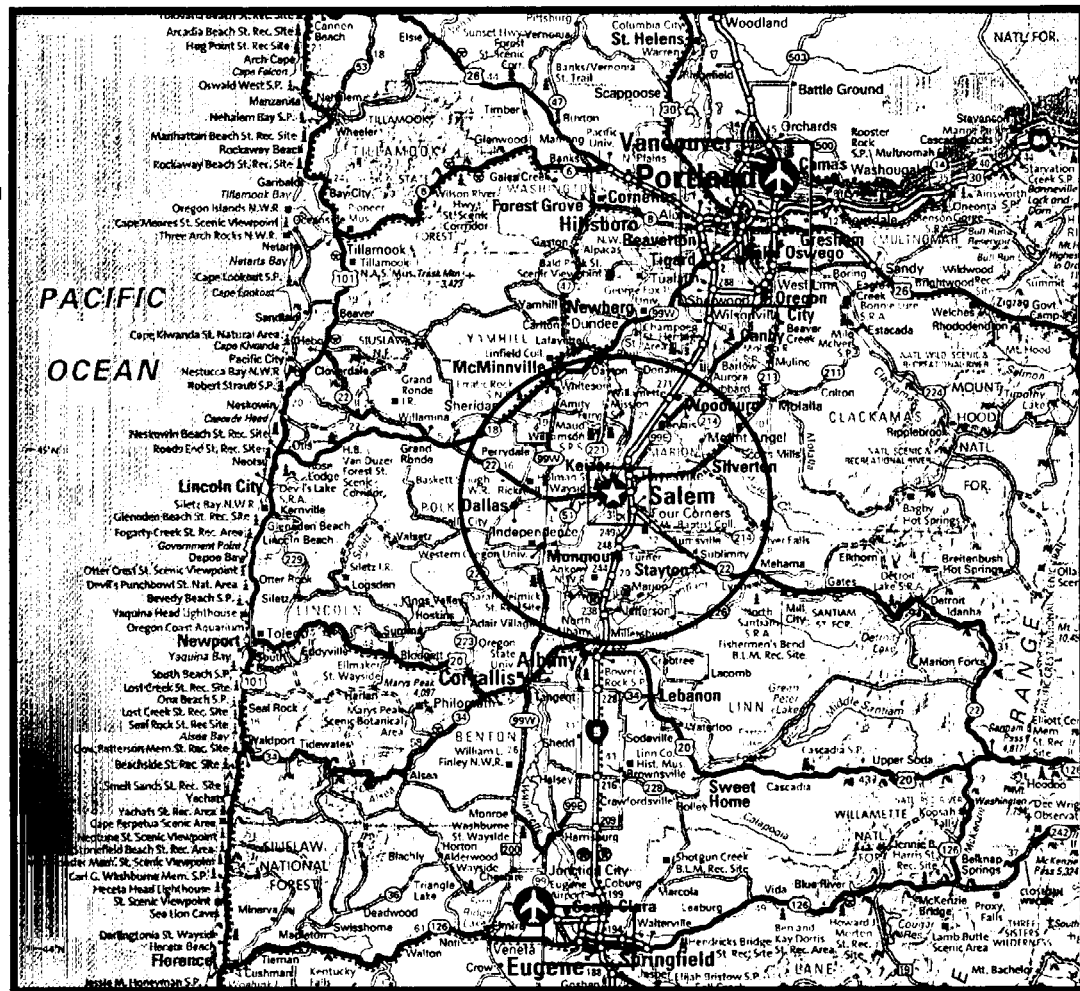


The 136,000 Residents of the City of Salem Comprise the 3rd Largest Municipality in The Willamette Valley, Roughly the Same Size as Vancouver, WA & Eugene

Willamette Valley City Rank - Population
Year 2000



Source: U.S. Bureau of the Census



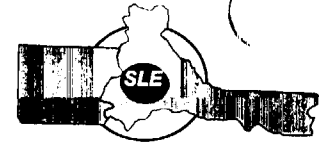


Based on Six Leading Economic & Demographic Indicators, The City of Salem Contains 4.0% of the Population and Economic Strength of The Willamette Valley

City Shares of Portland International Airport Catchment Area Economy
Six Leading Economic & Demographic Indicators
 Year 2000 estimates

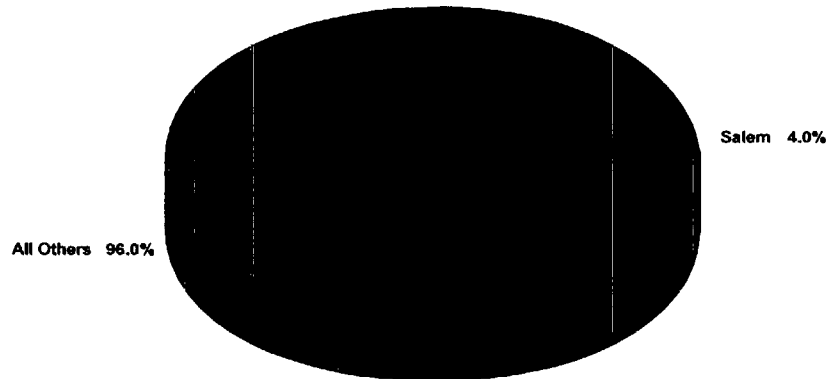
Rank	County	Population	Employment	Earnings	Manufacturing Earnings	Retail Sales	Personal Income	Total Points	Regional Share
1	Portland	17.6	24.4	27.6	20.5	21.1	19.8	131.2	21.9%
2	Eugene	4.6	4.4	3.8	3.6	4.5	4.0	24.9	4.1%
3	Salem	4.6	4.4	3.9	2.8	4.5	4.0	24.3	4.0%
4	Vancouver, WA	4.8	3.4	3.4	3.6	3.3	4.6	23.1	3.9%
5	Gresham	3.0	4.2	4.7	3.5	3.6	3.4	22.4	3.7%
6	Beaverton	2.5	2.6	2.9	3.8	3.5	2.8	18.2	3.0%
7	Hillsboro	2.3	2.4	2.6	3.5	3.2	2.6	16.7	2.8%
8	Tigard	1.4	1.4	1.6	2.1	1.9	1.5	9.8	1.6%
9	Springfield	1.8	1.7	1.4	1.4	1.7	1.5	9.5	1.6%
10	Corvallis	1.6	1.6	1.5	1.9	1.2	1.5	9.4	1.6%
11	Albany	1.4	1.2	1.1	2.0	1.1	1.1	7.9	1.3%
12	Longview, WA	1.2	1.0	1.1	2.0	1.1	1.1	7.3	1.2%
13	Lake Oswego	1.2	1.0	0.9	0.7	1.1	1.3	6.1	1.0%
14	Keizer	1.1	1.0	0.9	0.7	1.0	1.0	5.7	1.0%
15	Tualatin	0.8	0.8	0.9	1.1	1.0	0.9	5.4	0.9%
16	McMinnville	0.9	0.7	0.6	0.9	0.7	0.8	4.6	0.8%
17	Oregon City	0.9	0.7	0.7	0.5	0.8	0.9	4.5	0.7%
18	West Linn	0.7	0.6	0.6	0.5	0.7	0.8	3.9	0.6%
19	Woodburn	0.7	0.7	0.6	0.4	0.7	0.6	3.6	0.6%
20	Milwaukie	0.7	0.6	0.5	0.4	0.6	0.7	3.6	0.6%
Total of Above		53.6	58.9	61.2	56.2	57.2	55.1	342.2	57.0%
Total of Willamette Valley		100.0	100.0	100.0	100.0	100.0	100.0	600.0	100.0%

Source: U.S. Bureau of the Census

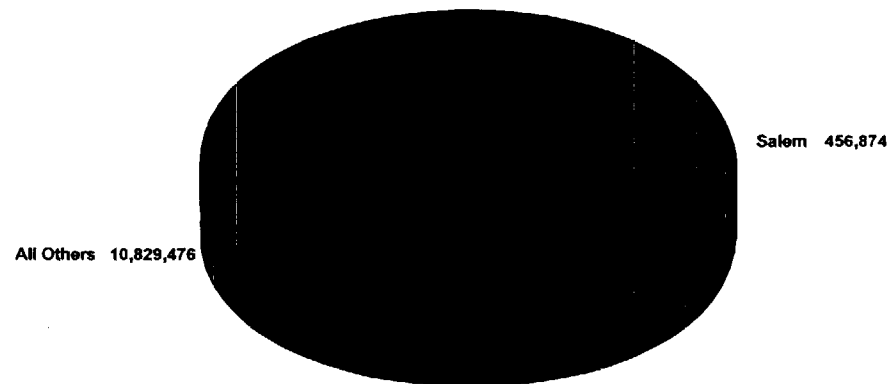


**Based on the City of Salem's Population and Economic Strength, it is Estimated
that Salem Produces Over 450,000 Annual Domestic Passenger Trips**

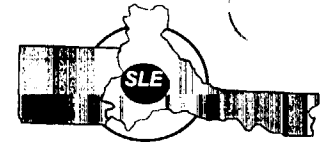
City of Salem Share of Willamette Valley Economics & Demographics
Year 2000 (est.)



City of Salem Share of Willamette Valley Domestic Passengers
12 Months Ended September 2000



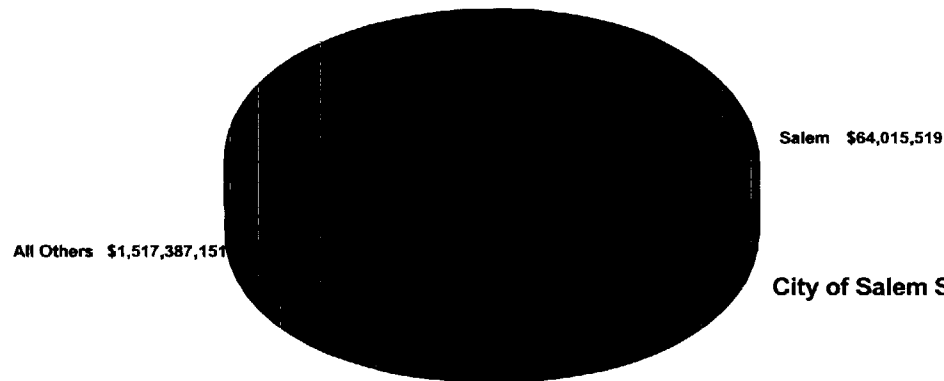
Source: Sixel, Boggs and Associates, Inc.



It is Further Estimated that the City of Salem Generates Over \$64 Million in Domestic Revenue and Over 41,000 International Passengers

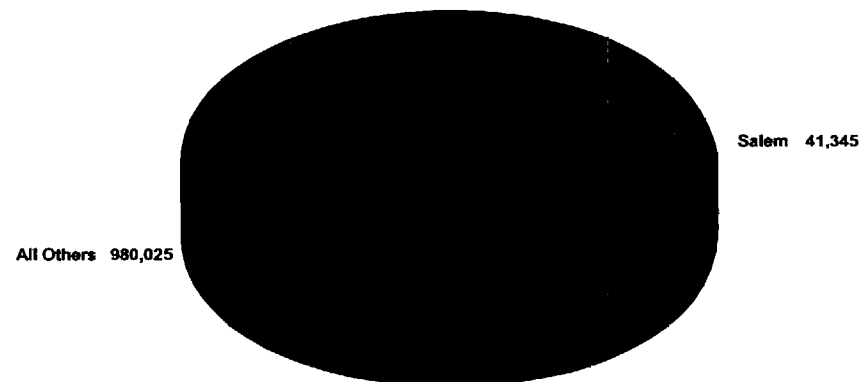
City of Salem Share of Willamette Valley Domestic Revenues

12 Months Ended September 2000



City of Salem Share of Willamette Valley Domestic Portion of International Passengers

12 Months Ended September 2000

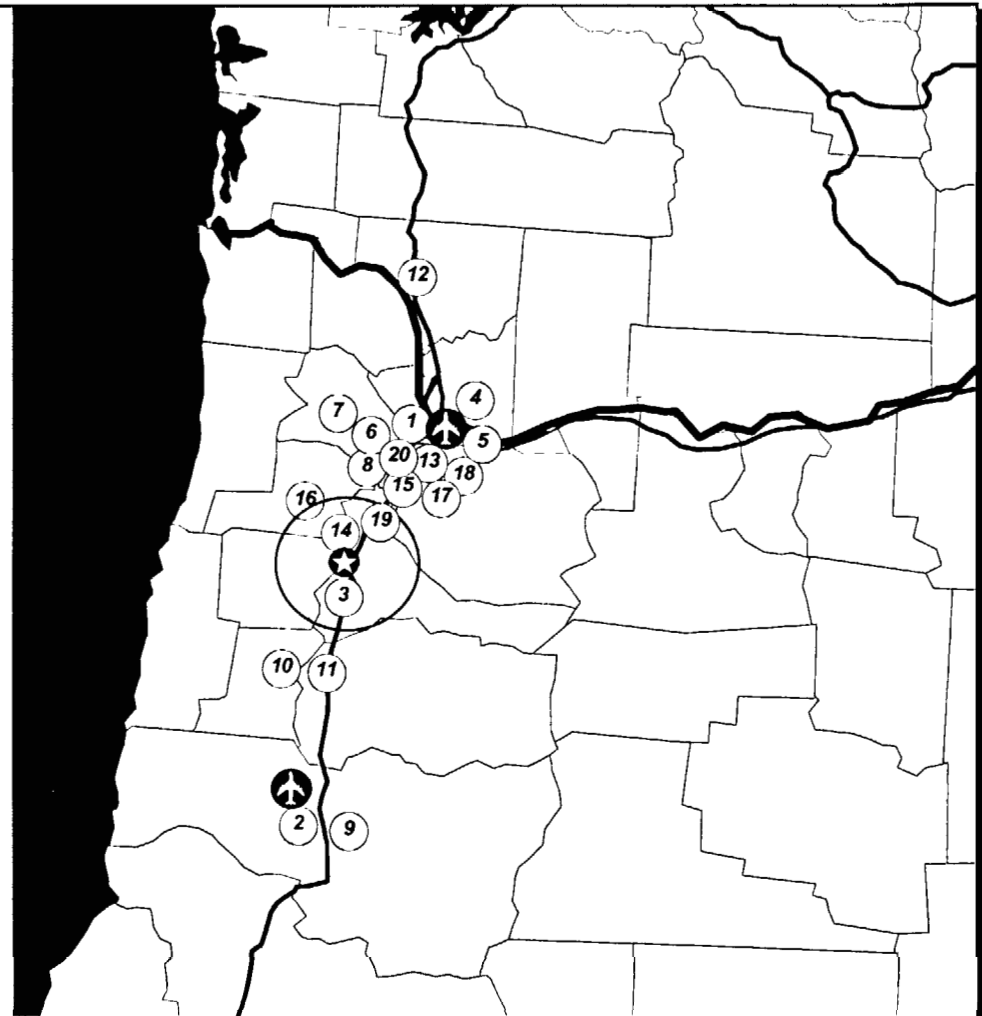
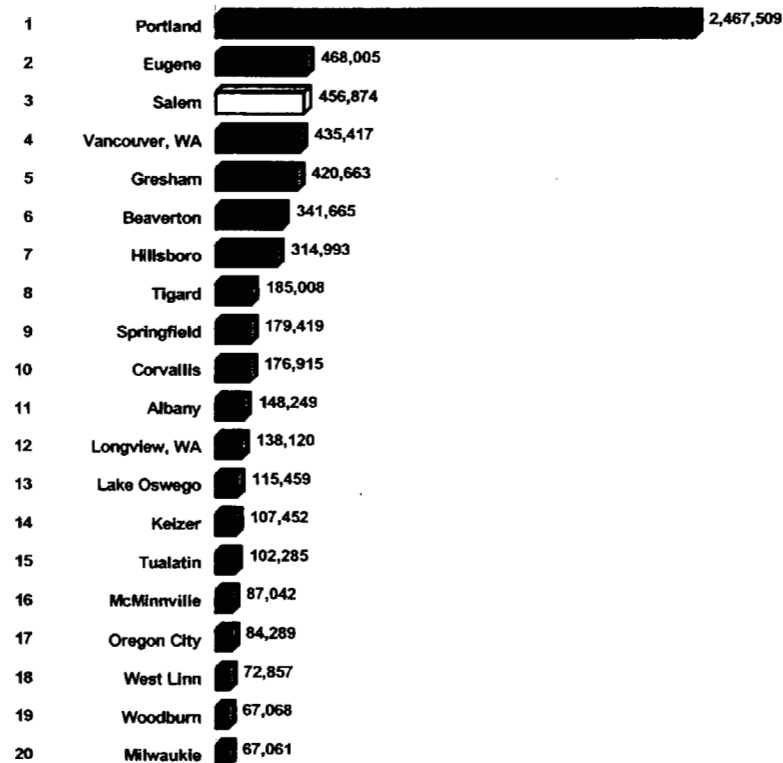


Source: Sixel, Boggs and Associates, Inc.

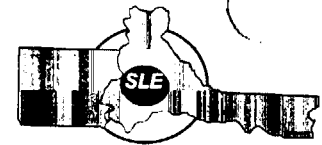


The City of Salem's Domestic Passenger Production Ranks 3rd in The Willamette Valley, Slightly Behind Eugene, With 626 Passengers Per Day Each Way (PDEW)

City Share of Willamette Valley Domestic O&D Passengers
12 Months Ended September 2000

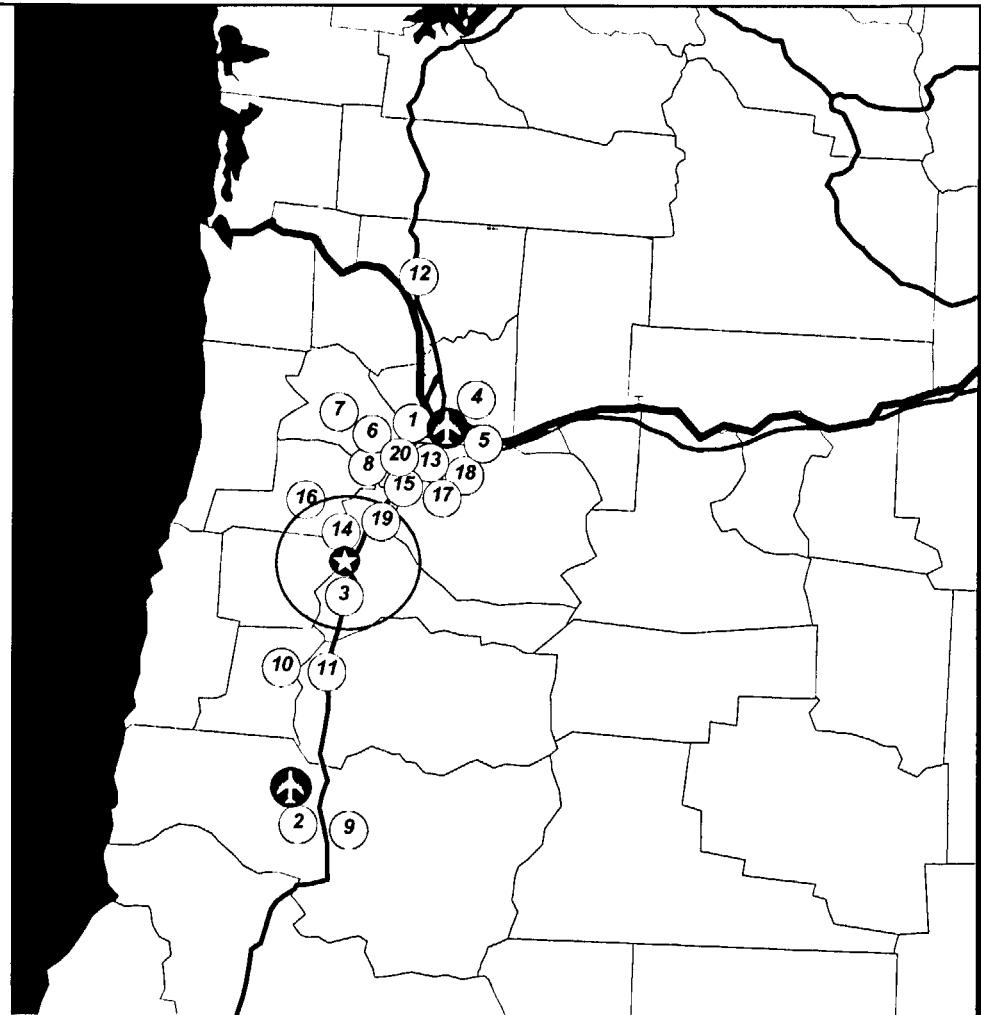
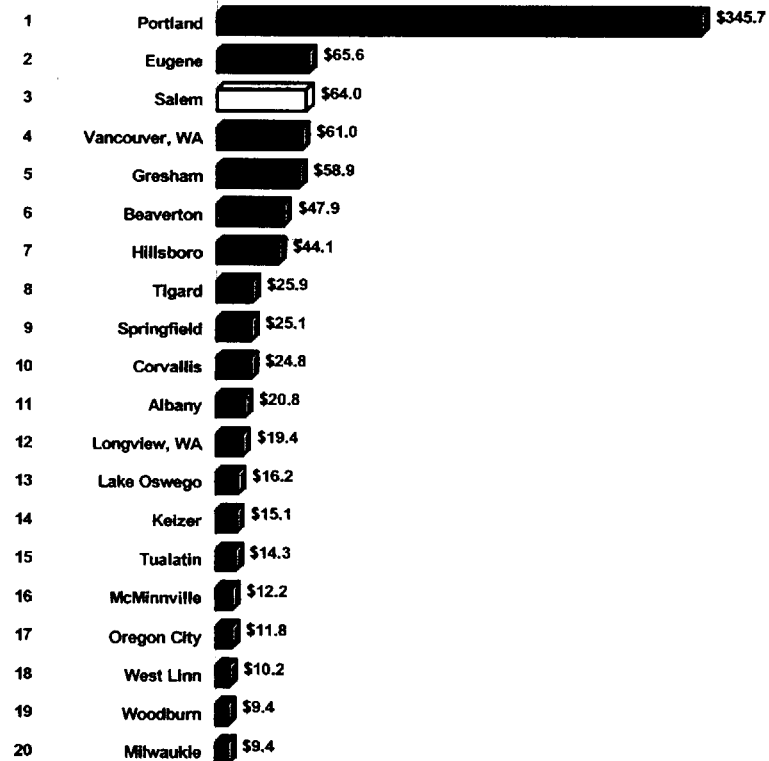


Source: Sixel, Boggs and Associates, Inc.

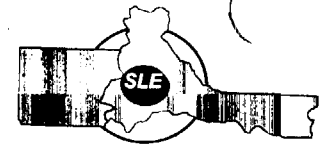


The City of Salem's Domestic Revenue Production Ranks 3rd in The Willamette Valley, Ahead of Vancouver, With \$88,000 in Revenue Per Day Each Way (RDEW)

City Share of Willamette Valley Domestic O&D Revenue
12 Months Ended September 2000 - \$millions

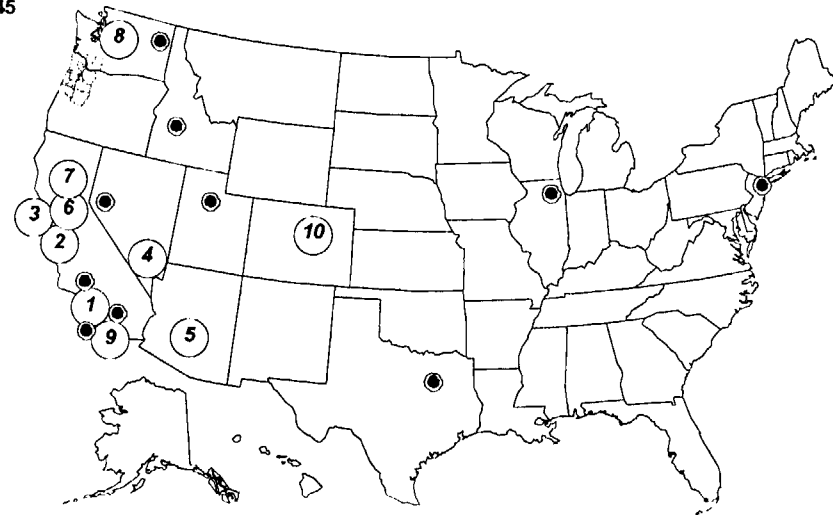
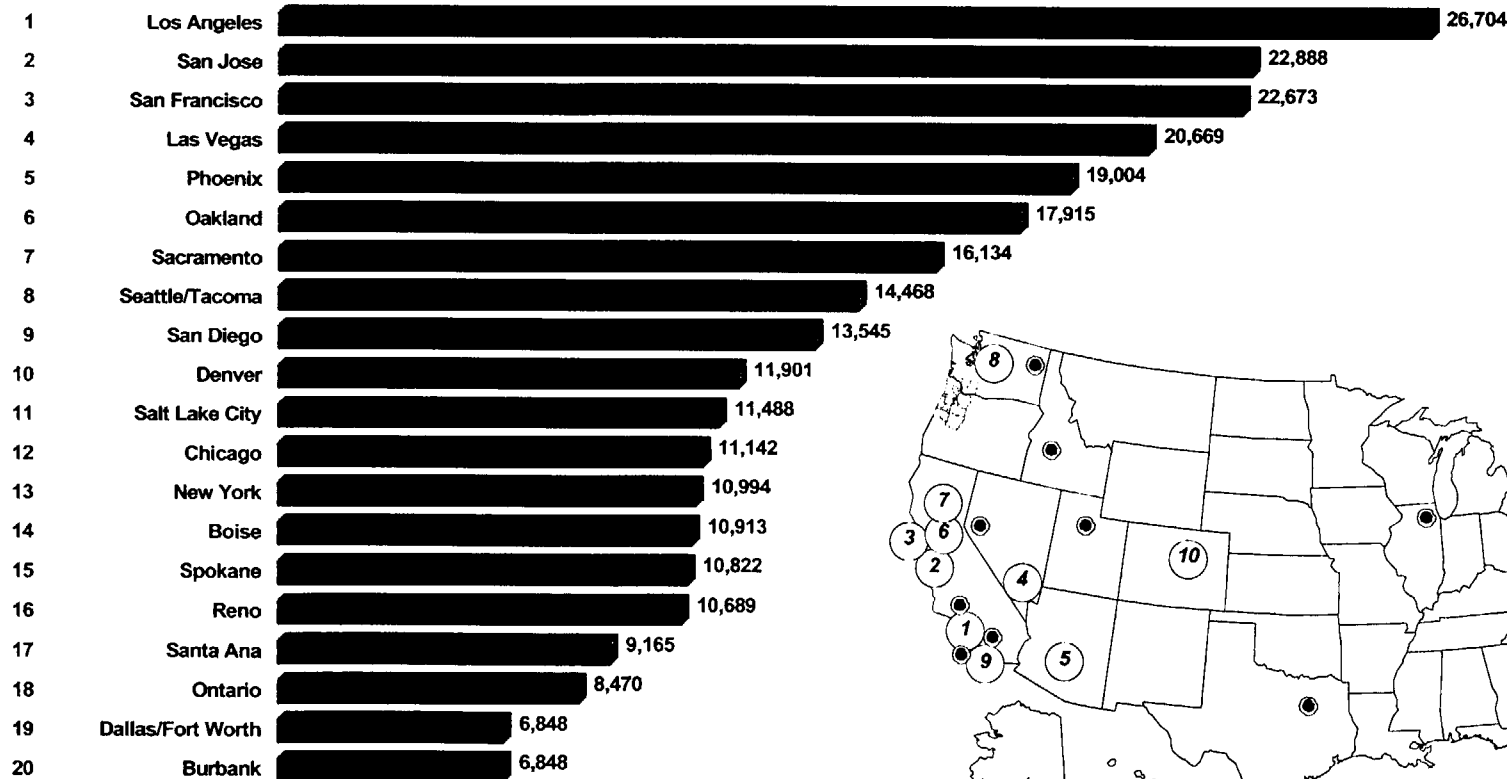


Source: Sixel, Boggs and Associates, Inc.

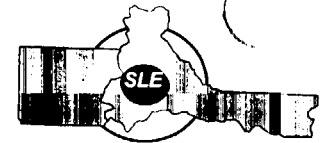


It is Estimated That The City of Salem Produces Nearly 27,000 Annual Passenger Trips to its Top Market, Los Angeles, or 37 Passengers Per Day Each Way (PDEW)

Top 20 City of Salem Domestic O&D Passenger Markets
12 Months Ended September 2000

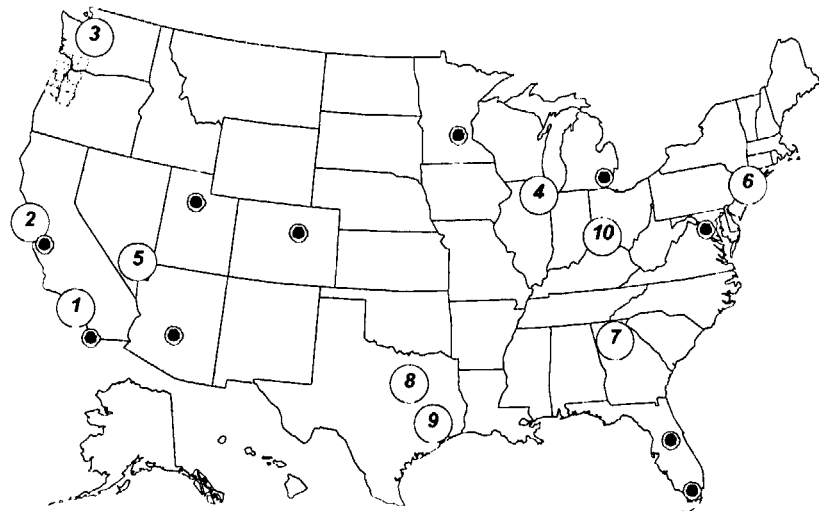
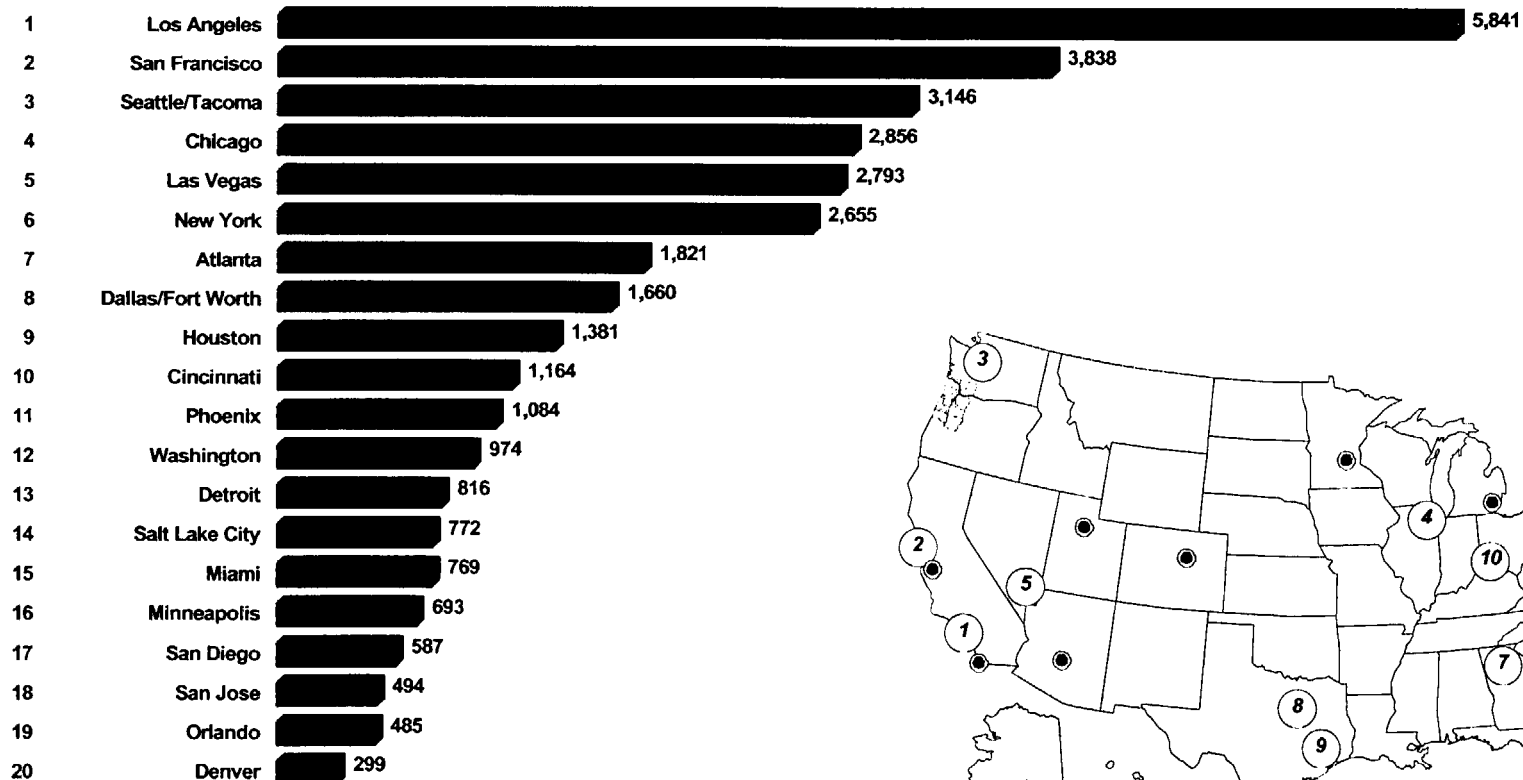


Source: Sixel, Boggs and Associates, Inc.

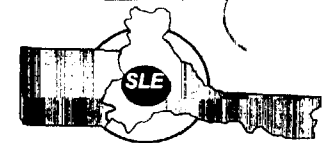


It is Estimated That The City of Salem Transfers Nearly 6,000 Annual International Passengers Through its Top Gateway, Los Angeles, or 8 PDEW

Top 20 City of Salem Domestic Portion of International O&D Passenger Gateways
12 Months Ended September 2000

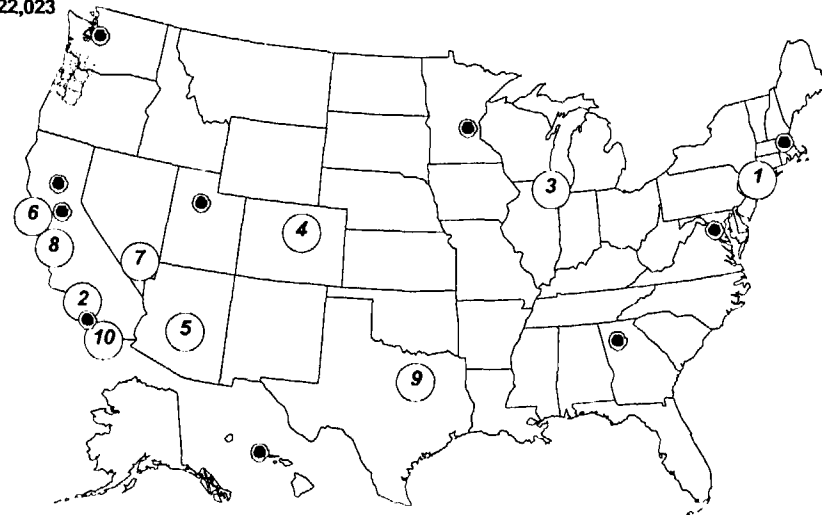
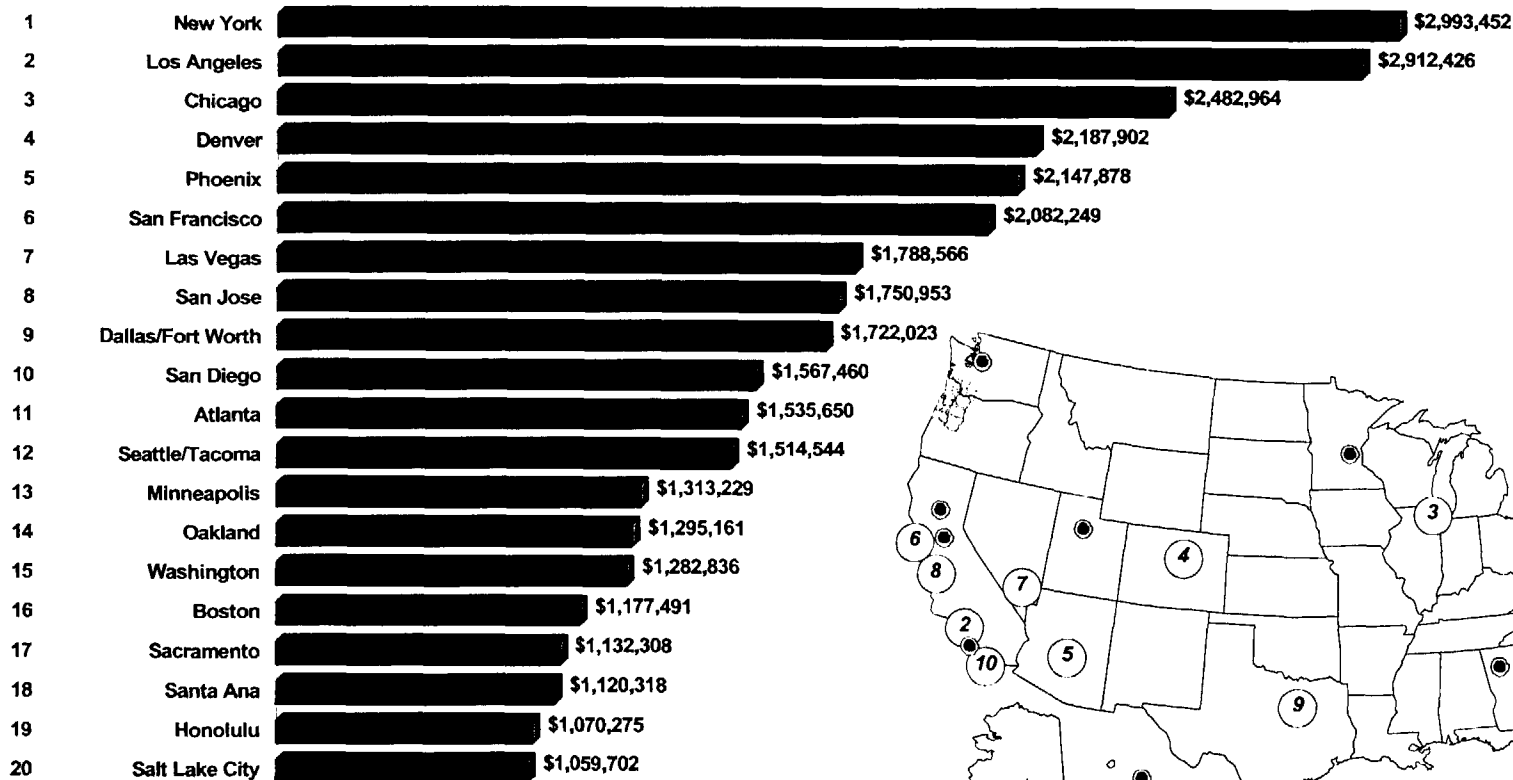


Source: Sixel, Boggs and Associates, Inc.



It is Estimated That The City of Salem Generates Nearly \$3 Million in Annual Revenue to its Top Market, New York, or \$4,100 Per Day Each Way (RDEW)

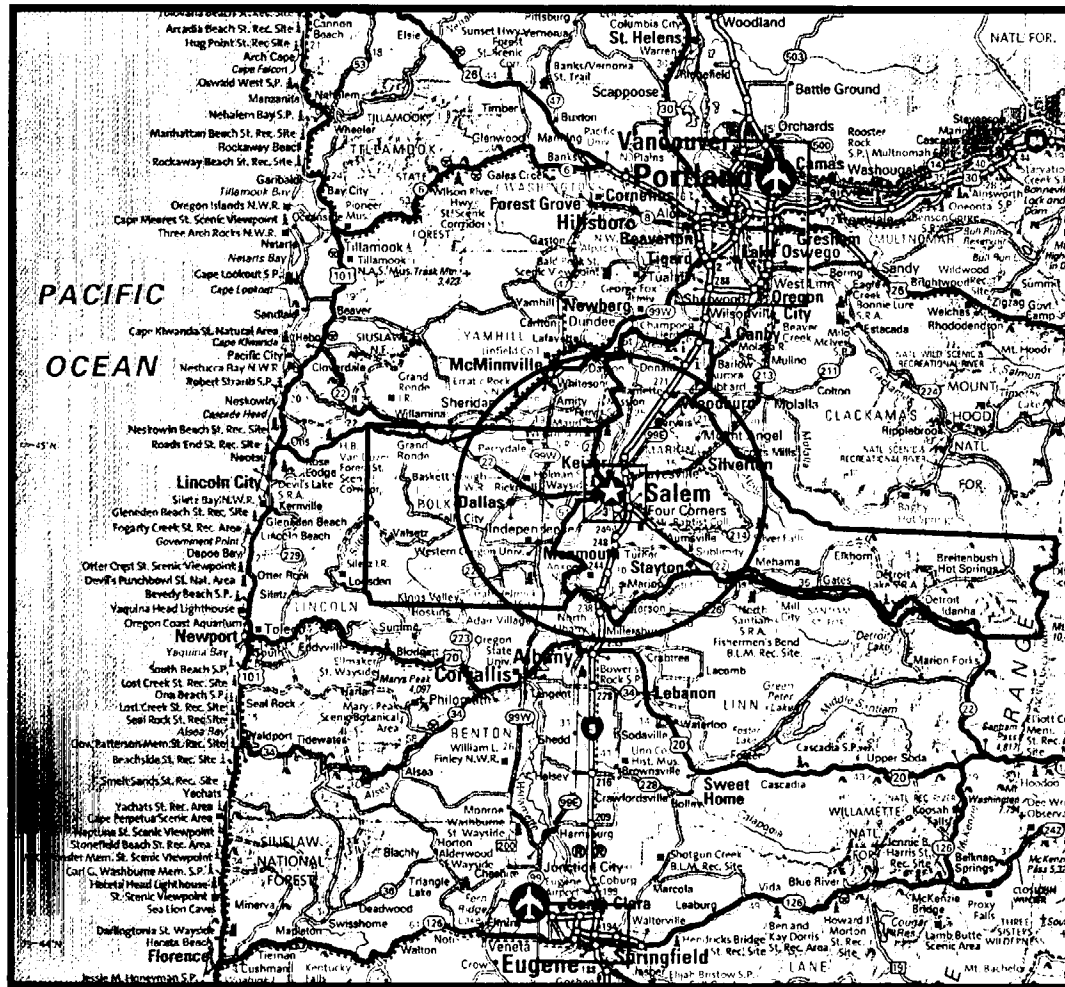
Top 20 City of Salem Domestic O&D Revenue Markets
12 Months Ended September 2000

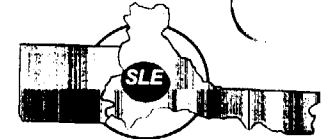


Source: Sixel, Boggs and Associates, Inc.



5. Salem Urban Core

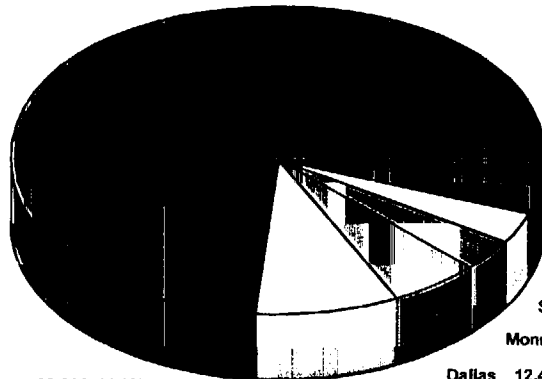




Within Salem's Urban Core (Within 20 Miles of the City) There Are 8 Municipalities With Over 5,000 Residents - Nearly 230,000 Total Residents Occupy This Core

City Populations Within 20 Miles of Salem
Year 2000

Salem 136,924 59.6%



Independence 6,035 2.6%

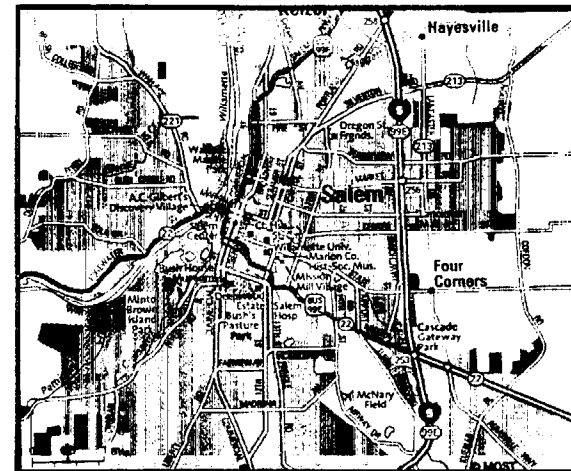
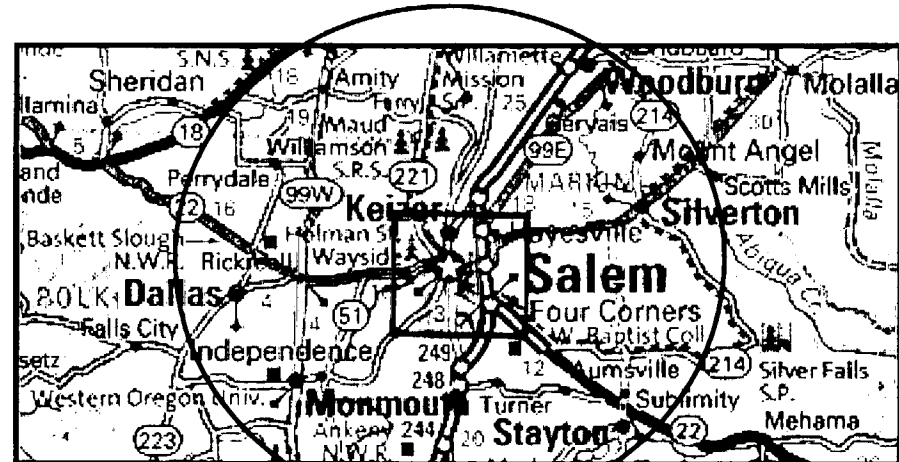
Stayton 6,816 3.0%

Silverton 7,414 3.2%

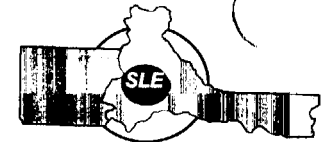
Monmouth 7,741 3.4%

Dallas 12,459 5.4%

Woodburn 20,100 8.8%

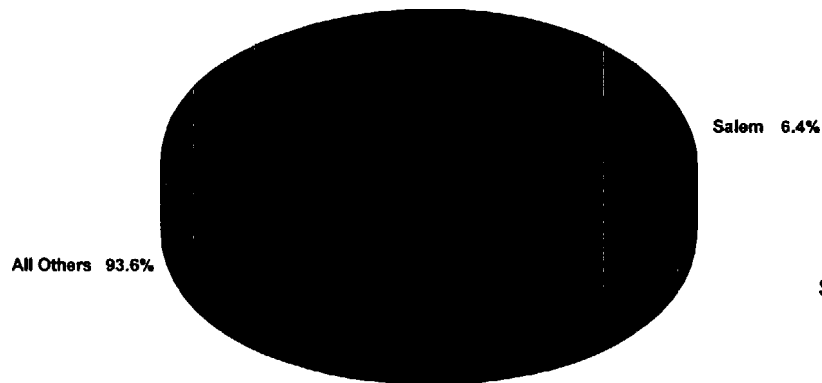


Source: U.S. Bureau of the Census

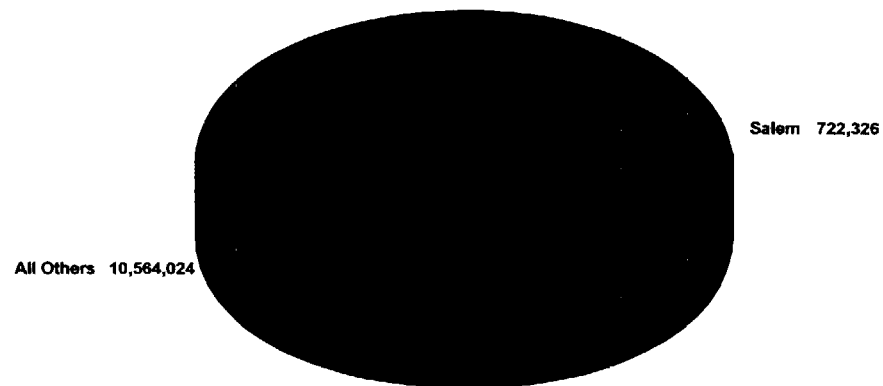


Based on the Population & Economic Strength of Salem's Urban Core, it is Estimated that the Area Produces Over 720,000 Domestic Passenger Trips

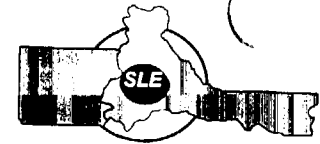
Salem Urban Core Share of Willamette Valley Economics & Demographics
Year 2000 (est.)



Salem Urban Core Share of Willamette Valley Domestic Passengers
12 Months Ended September 2000



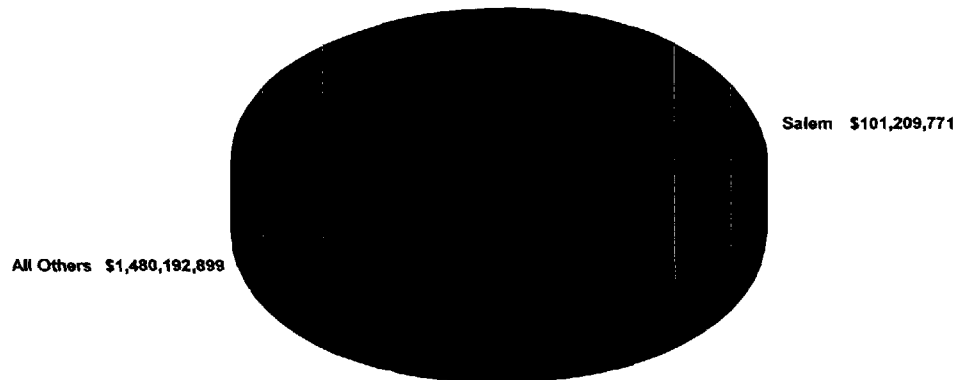
Source: Sixel, Boggs and Associates, Inc.



It is Further Estimated That Salem's Urban Core Generates Over \$101 Million in Domestic Revenue and Over 65,000 International Passengers

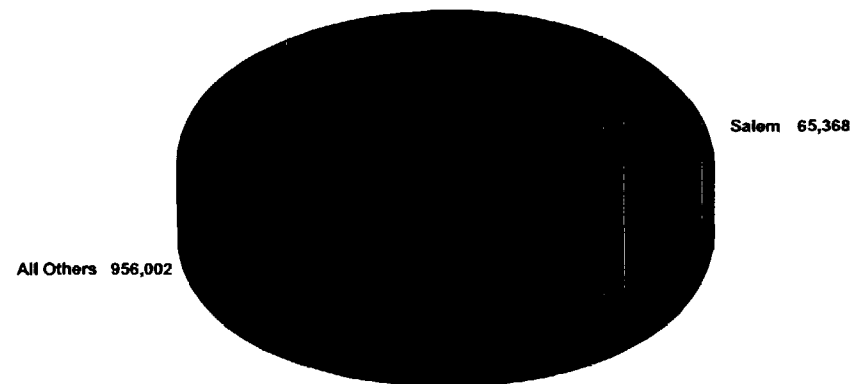
Salem Urban Core Share of Willamette Valley Domestic Revenues

12 Months Ended September 2000

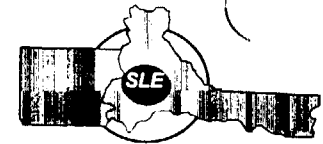


Salem Urban Core Share of Willamette Valley Domestic Portion of International Passengers

12 Months Ended September 2000

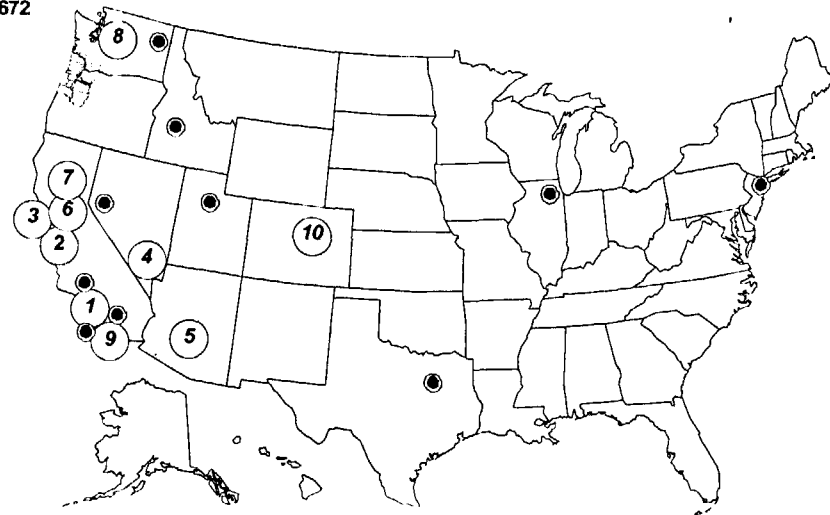


Source: Sixel, Boggs and Associates, Inc.



It is Estimated That Salem's Urban Core Produces Nearly 43,000 Annual Passenger Trips to its Top Market, Los Angeles, or 59 Passengers Per Day Each Way (PDEW)

Top 20 Salem Urban Core Domestic O&D Passenger Markets
12 Months Ended September 2000



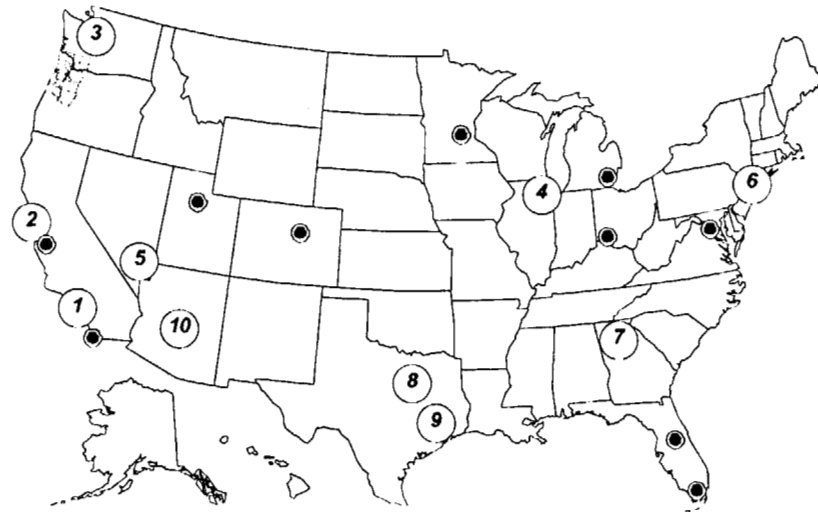
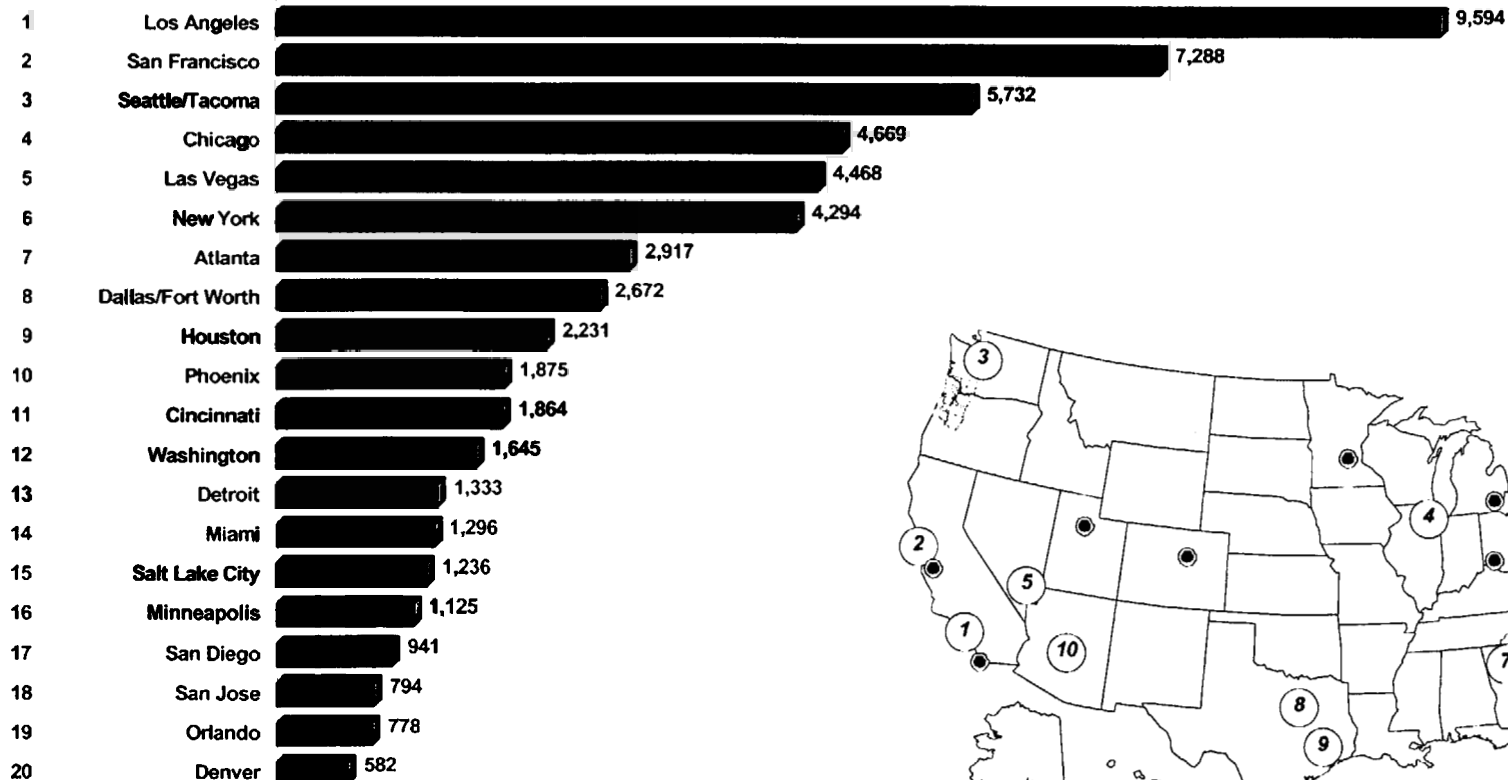
Source: Sixel, Boggs and Associates, Inc.



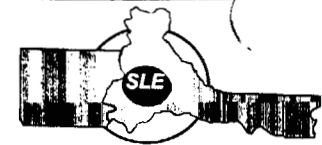
It is Estimated That Salem's Urban Core Transfers Nearly 10,000 Annual International Passengers Through its Top Gateway, Los Angeles, or 13 PDEW

Top 20 Salem Urban Core Domestic Portion of International O&D Passenger Gateways

12 Months Ended September 2000

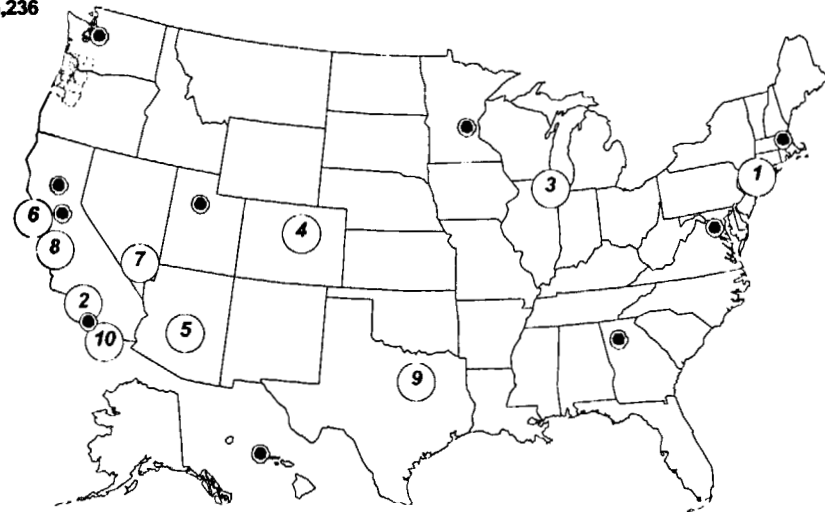
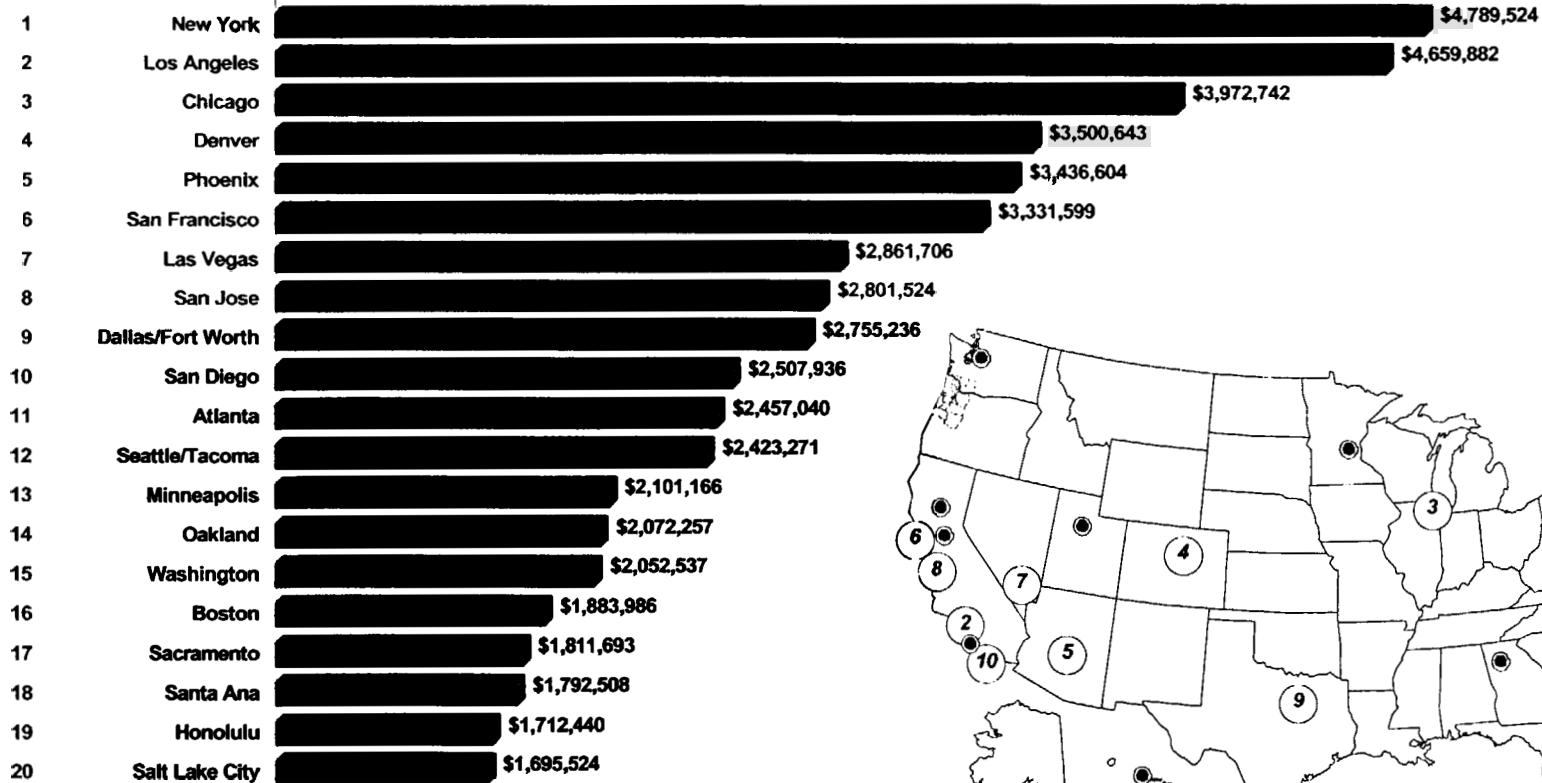


Source: Sixel, Boggs and Associates, Inc.

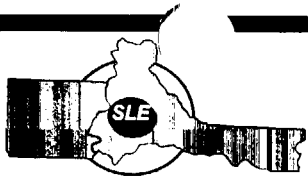


It is Estimated That Salem Urban Core Generates Nearly \$4.8 Million in Annual Revenue to its Top Market, New York, or \$6,560 Per Day Each Way (RDEW)

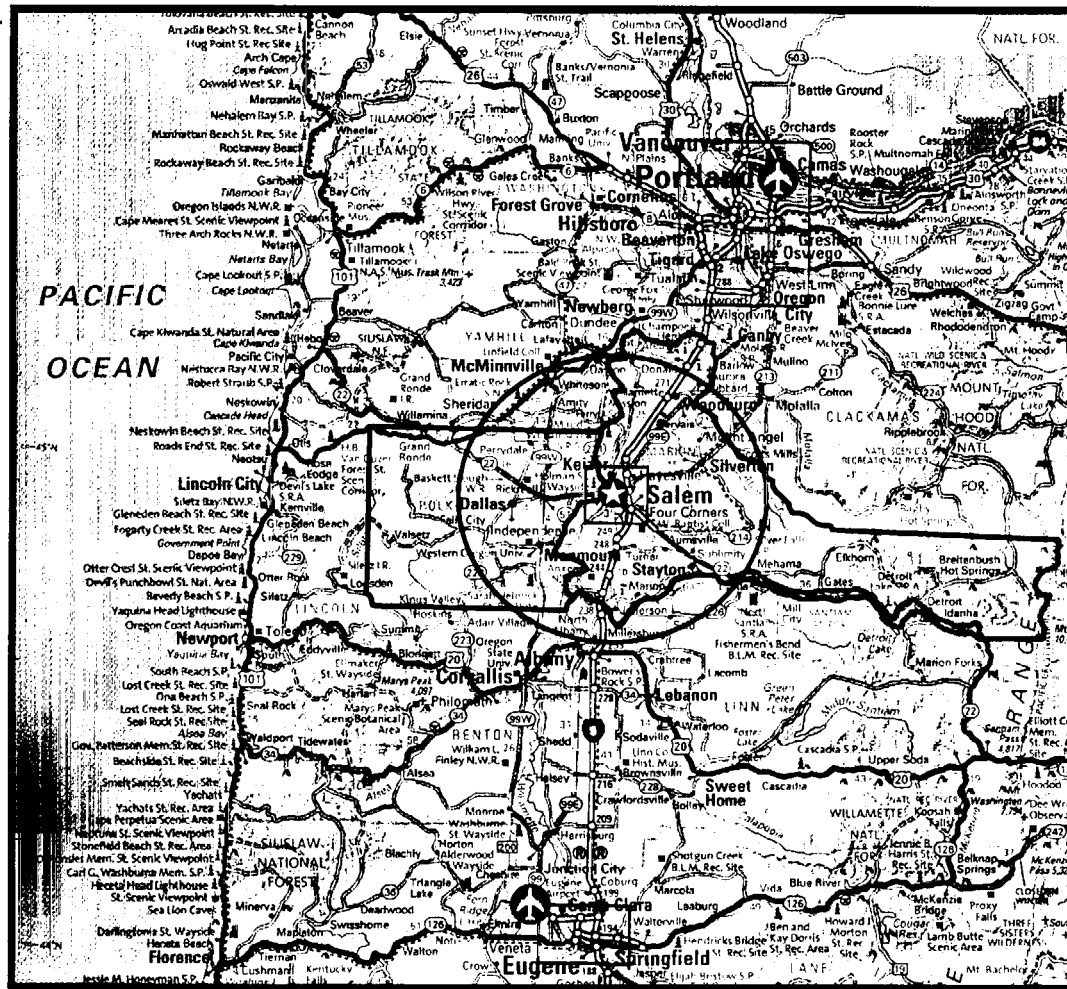
Top 20 Salem Urban Core Domestic O&D Revenue Markets
12 Months Ended September 2000



Source: Sixel, Boggs and Associates, Inc.



6. Salem Metropolitan Statistical Area



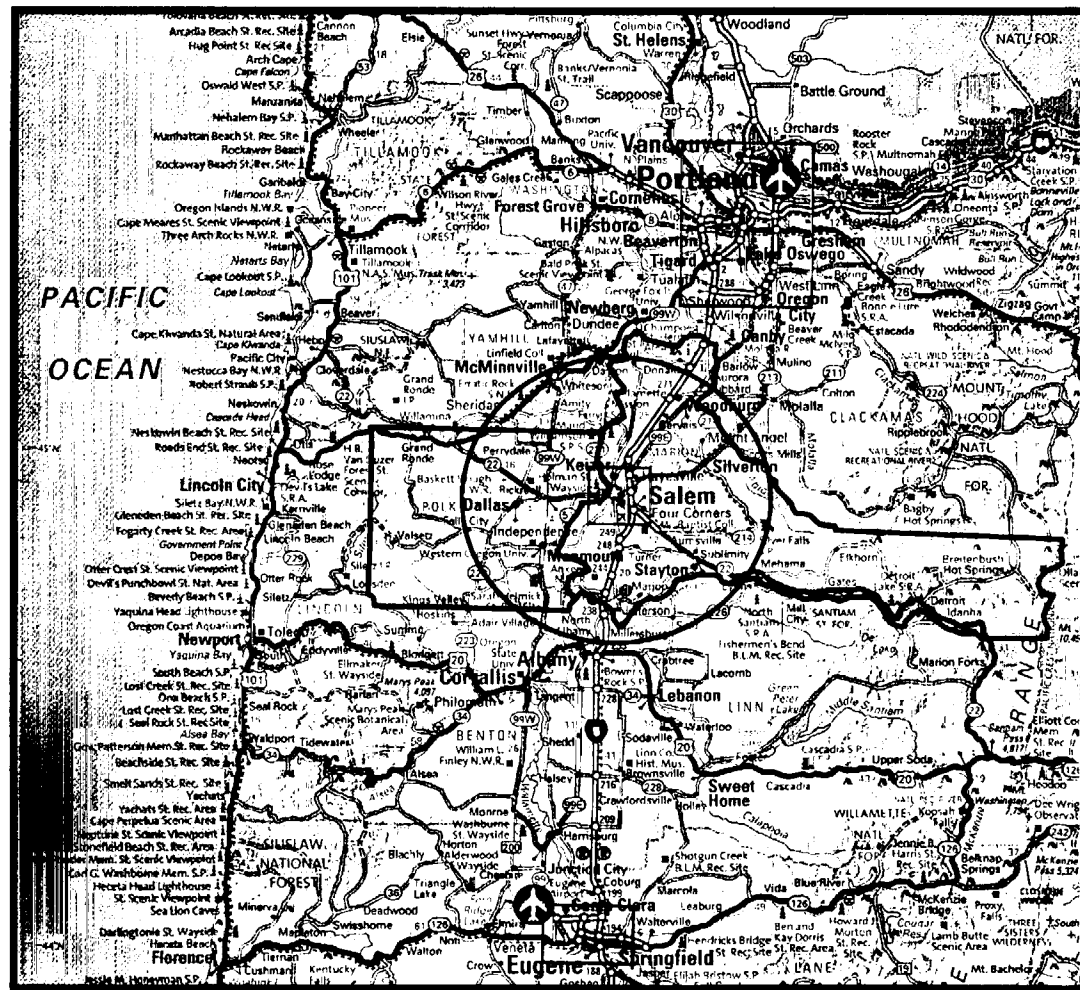


Located Between Portland & Eugene, The Salem Metropolitan Statistical Area Consists of Marion and Polk Counties, With Salem its Largest City

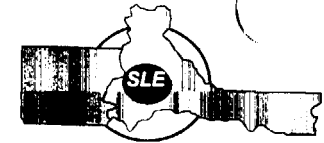
Salem Metropolitan Statistical Area Population
Year 2000

Rank	County	2000 Population	Share
1	Marion	284,834	82.0%
2	Polk	62,380	18.0%
Total of Above		347,214	100.0%

Rank	City	2000 Population	Share
1	Salem	136,924	39.4%
2	Keizer	32,203	9.3%
3	Woodburn	20,100	5.8%
4	Dallas	12,459	3.6%
5	Monmouth	7,741	2.2%
6	Silverton	7,414	2.1%
7	Stayton	6,816	2.0%
8	Independence	6,035	1.7%
Total of Above		229,692	66.2%

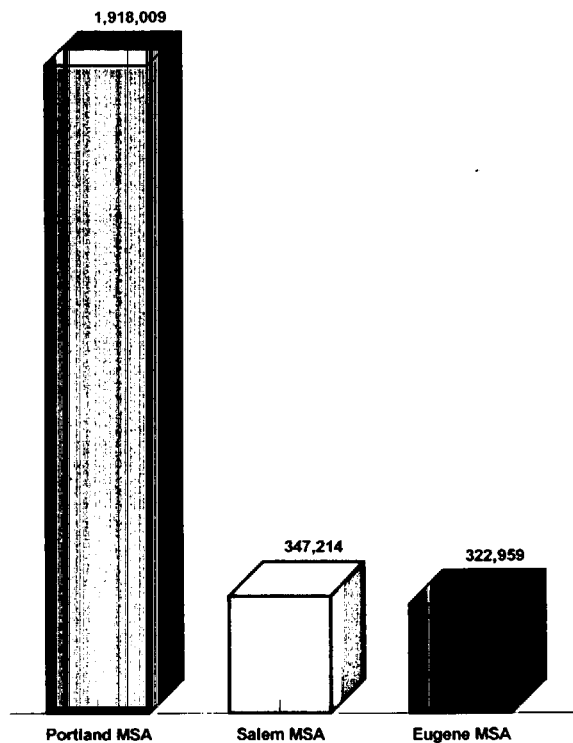


Source: U.S. Bureau of the Census

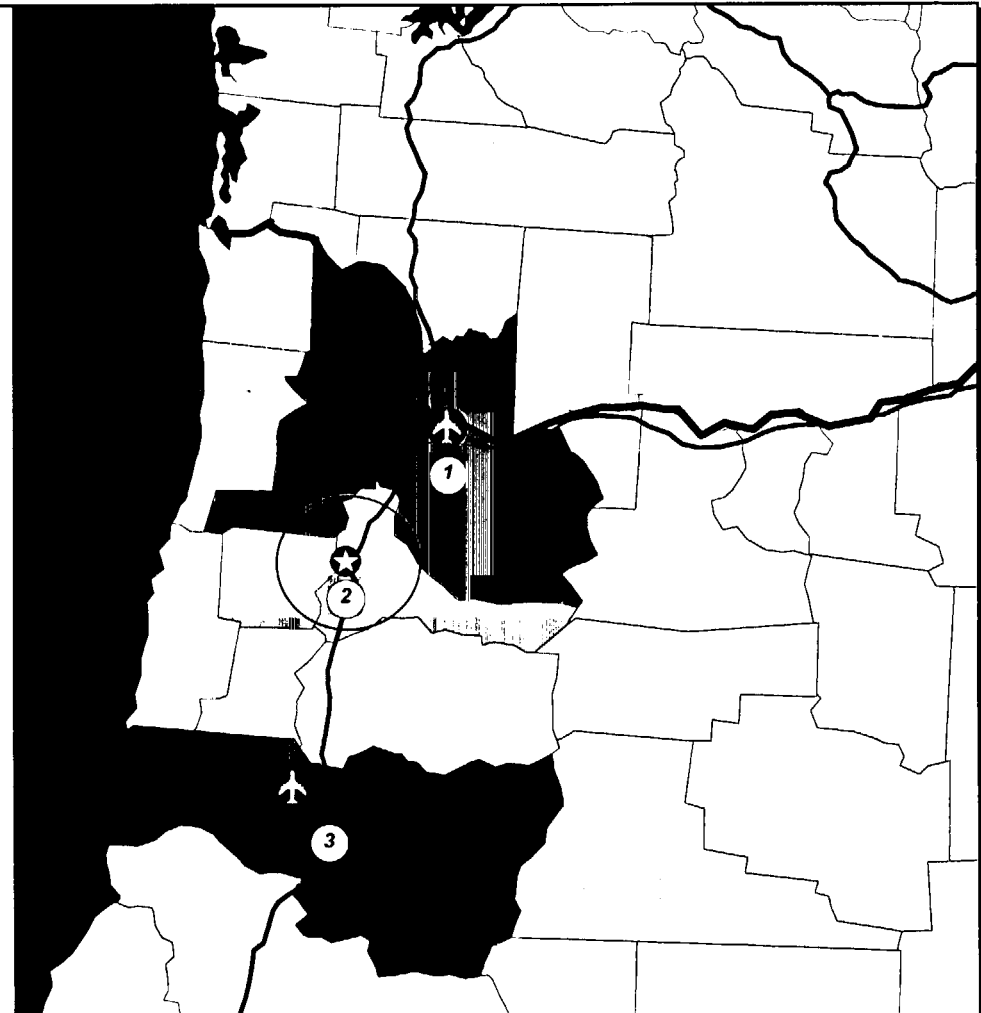


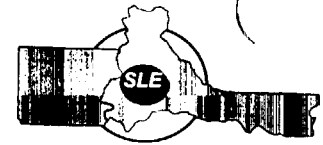
The Nearly 350,000 Residents of The Salem Metropolitan Statistical Area Comprise the Second Largest MSA in Oregon, Slightly Larger Than Eugene-Springfield

Willamette Valley MSA's - Population
Year 2000



Source: U.S. Bureau of the Census





Based on Six Leading Economic & Demographic Indicators, The Salem MSA Contains 9.7% of the Population and Economic Strength of The Willamette Valley

Metropolitan Statistical Area Shares of Portland International Airport Catchment Area Economy Six Leading Economic & Demographic Indicators

Year 2000 estimates

Rank	MSA	Population	Employment	Earnings	Manufacturing Earnings	Retail Sales	Personal Income	Total Points	Regional Share
1	Portland-Vancouver	63.9	66.7	70.9	67.9	67.9	68.4	405.7	67.6%
2	Salem	11.6	10.5	9.1	6.9	10.1	10.1	58.3	9.7%
3	Eugene-Springfield	10.8	10.2	8.8	8.4	10.6	9.4	58.3	9.7%
	<i>All Others</i>	<i>13.8</i>	<i>12.5</i>	<i>11.2</i>	<i>16.8</i>	<i>11.4</i>	<i>12.1</i>	<i>77.8</i>	<i>13.0%</i>
Total of Above		100.0	100.0	100.0	100.0	100.0	100.0	600.0	100.0%

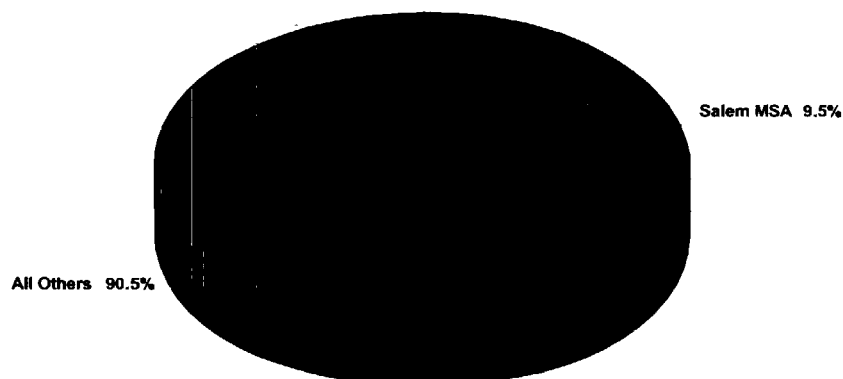
Source: U.S. Bureau of the Census



Based on the Economic & Demographic Strength of Salem's MSA, it is Estimated that the Area Produces Nearly 1.1 Million Annual Domestic Passenger Trips

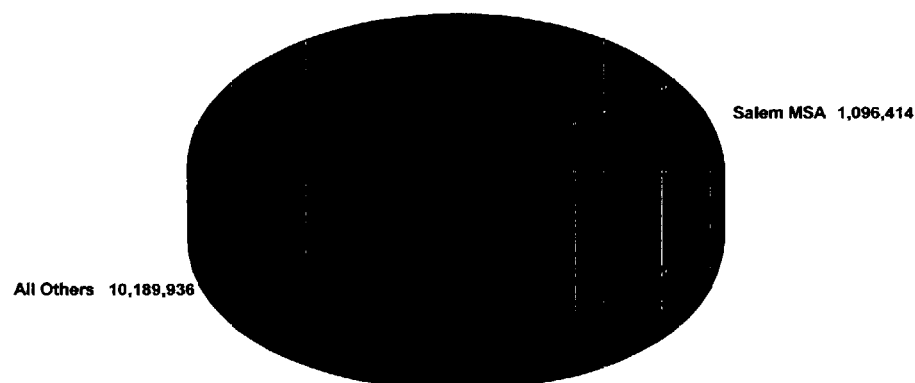
Salem MSA Share of Willamette Valley Economics & Demographics

Year 2000 (est.)

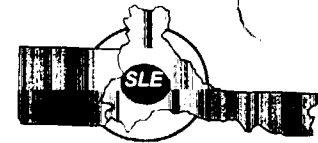


Salem MSA Share of Willamette Valley Domestic Passengers

12 Months Ended September 2000



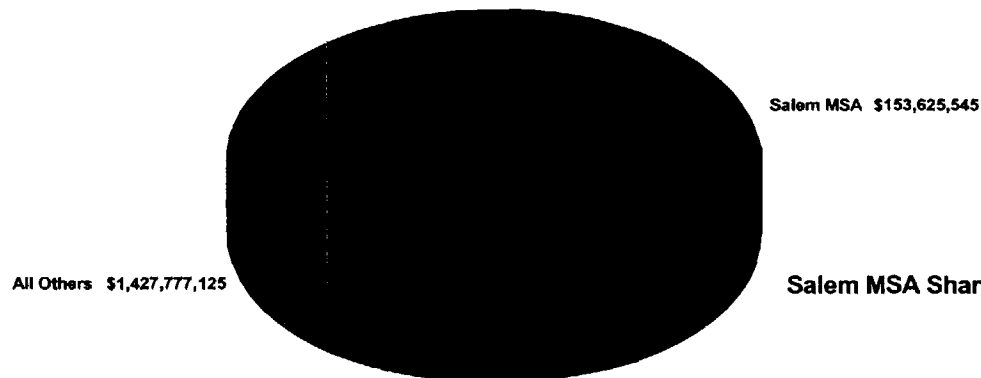
Source: Sixel, Boggs and Associates, Inc.



It is Further Estimated that the Salem MSA Generates Over \$153 Million in Domestic Revenue and Produces Nearly 100,000 International Passengers

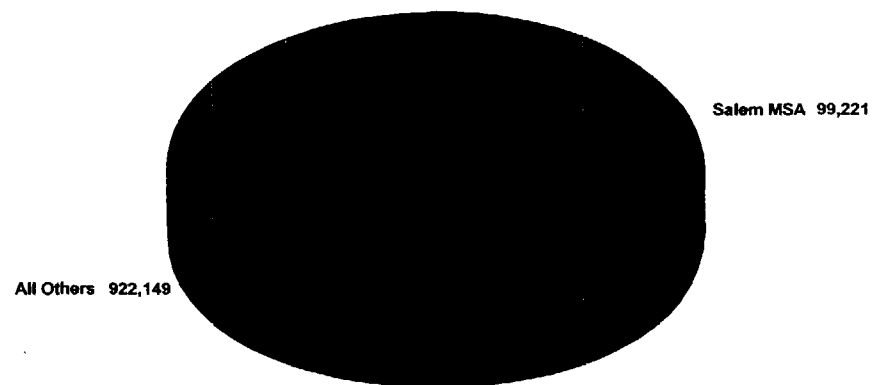
Salem MSA Share of Willamette Valley Domestic Revenues

12 Months Ended September 2000

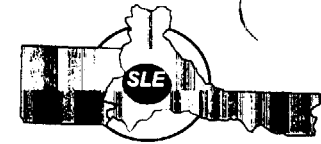


Salem MSA Share of Willamette Valley Domestic Portion of International Passengers

12 Months Ended September 2000

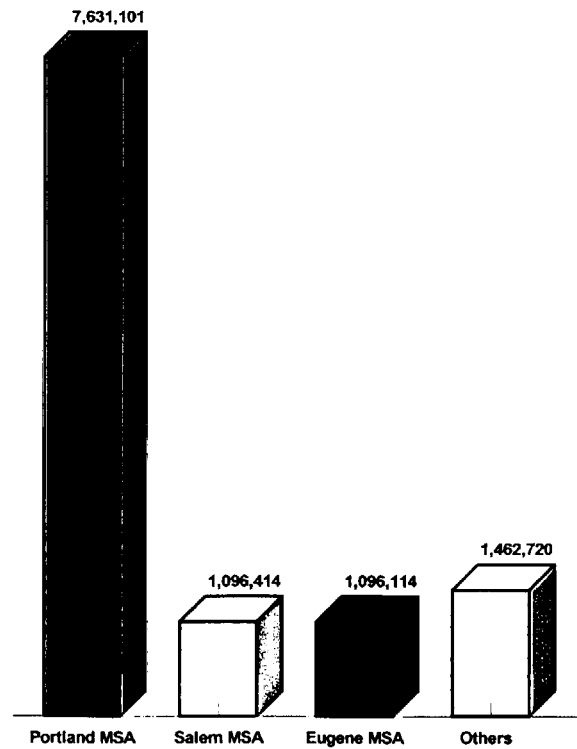


Source: Sixel, Boggs and Associates, Inc.

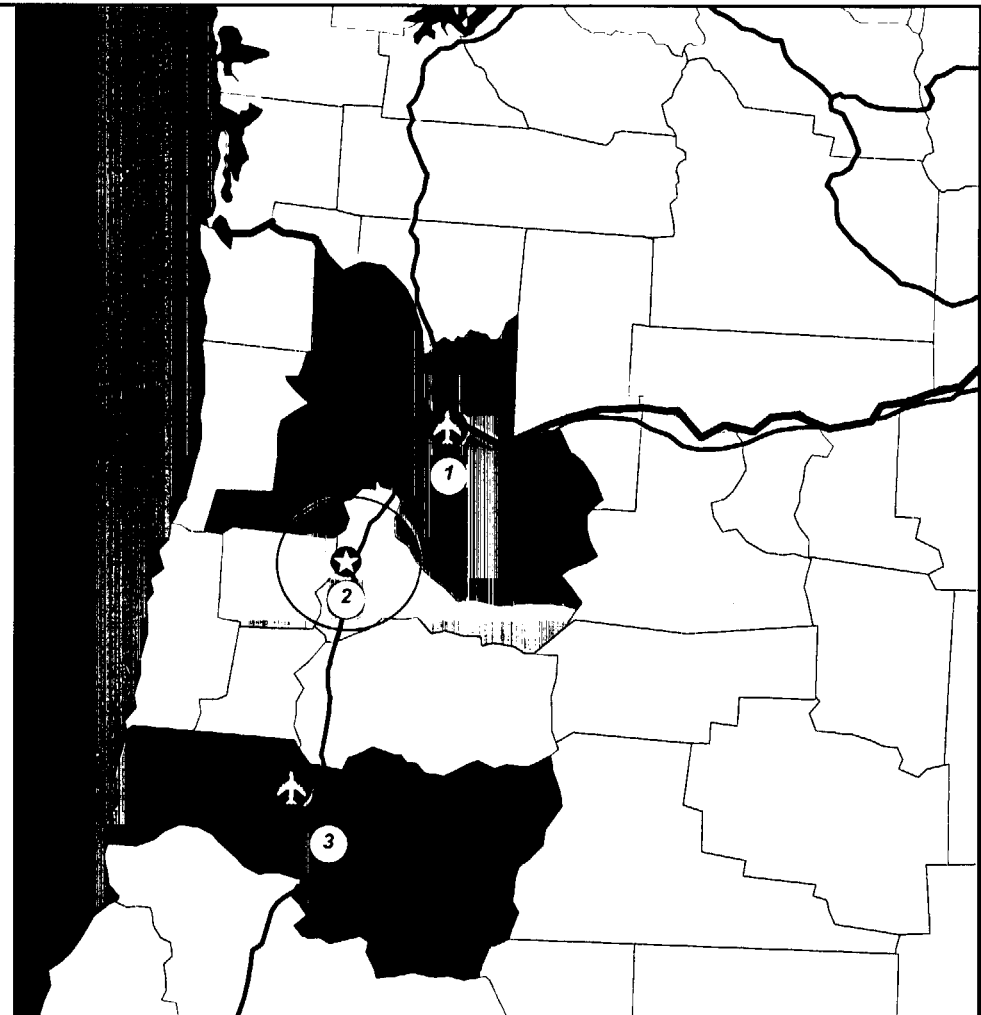


Based on the Population & Economic Strength of Willamette Valley MSA's, it is Estimated that Salem's MSA Generates the Same Amount of Traffic as Eugene

Willamette Valley MSA Domestic Passengers
12 Months Ended September 2000



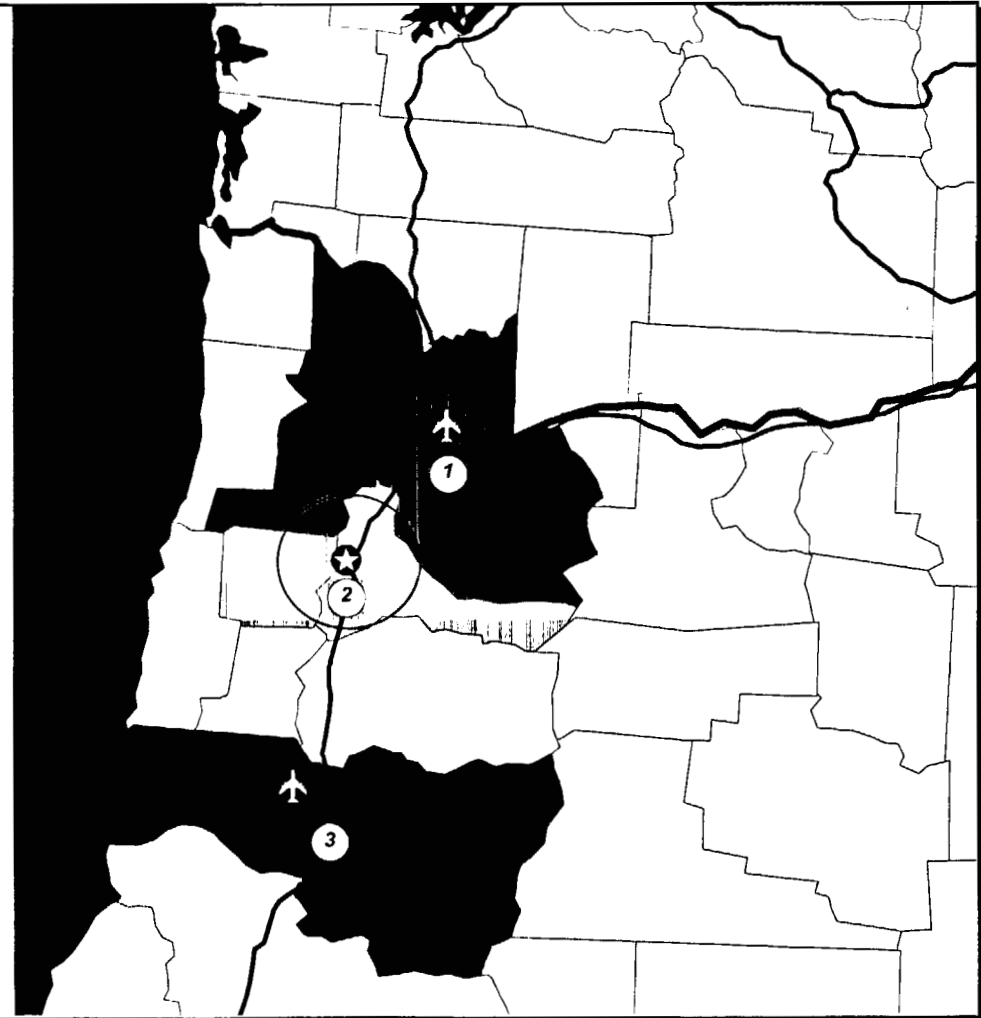
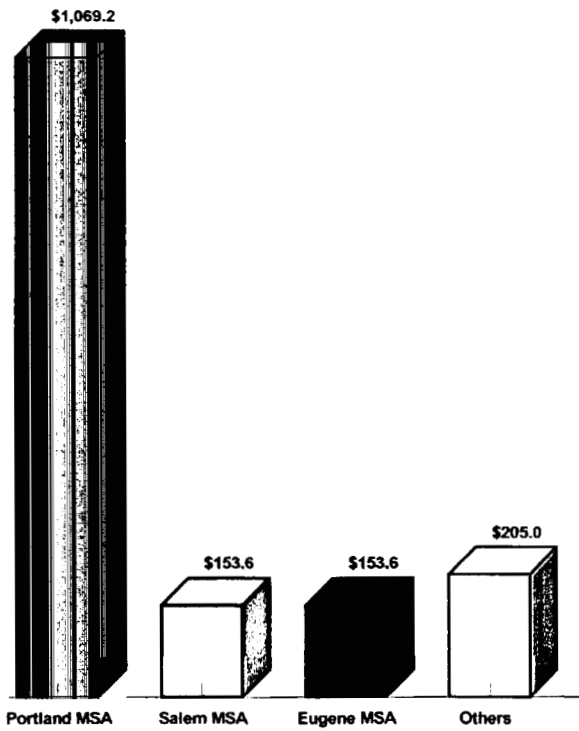
Source: Sixel, Boggs and Associates, Inc.





Based on Six Different Economic & Demographic Indicators, it is Estimated that the Salem & Eugene-Springfield MSA's Produce the Same Amount of Domestic Revenue

Willamette Valley MSA Domestic Revenues
12 Months Ended September 2000 - \$millions



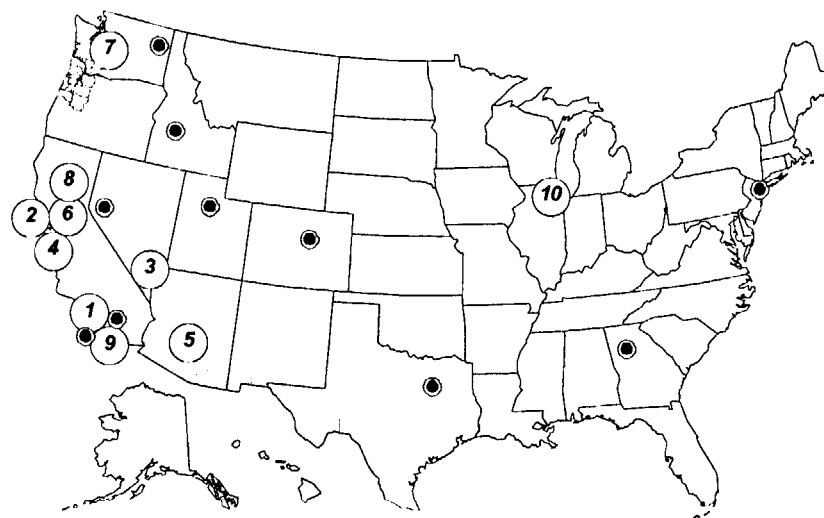
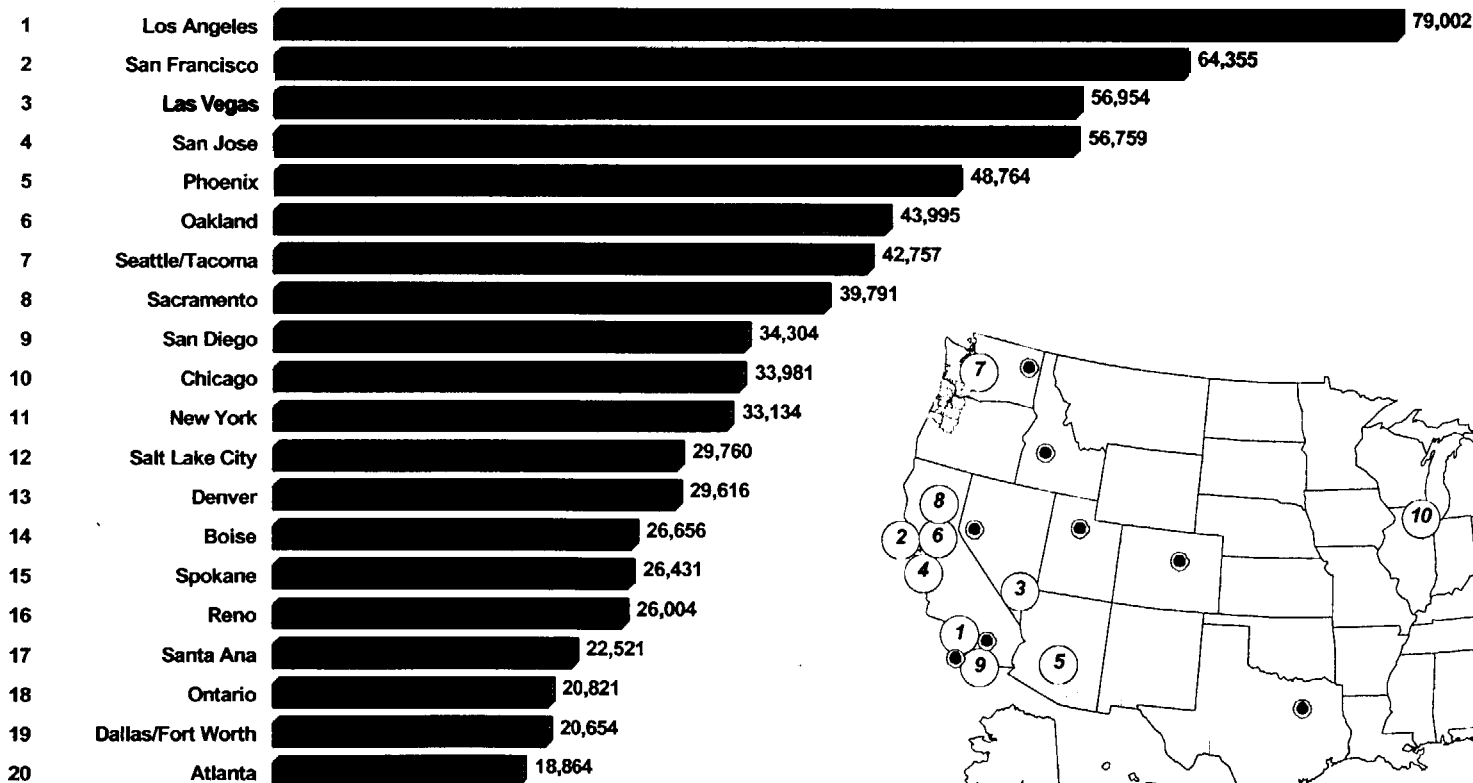
Source: Sixel, Boggs and Associates, Inc.



It is Estimated that the Salem MSA Produces Nearly 80,000 Annual Passenger Trips to its Top Market, Los Angeles, or 108 Passengers Per Day Each Way (PDEW)

Top 20 Salem MSA Domestic O&D Passenger Markets

12 Months Ended September 2000



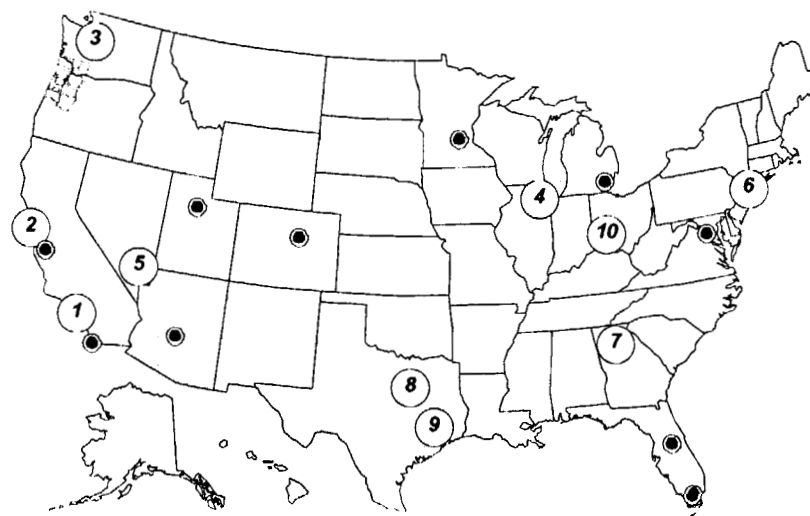
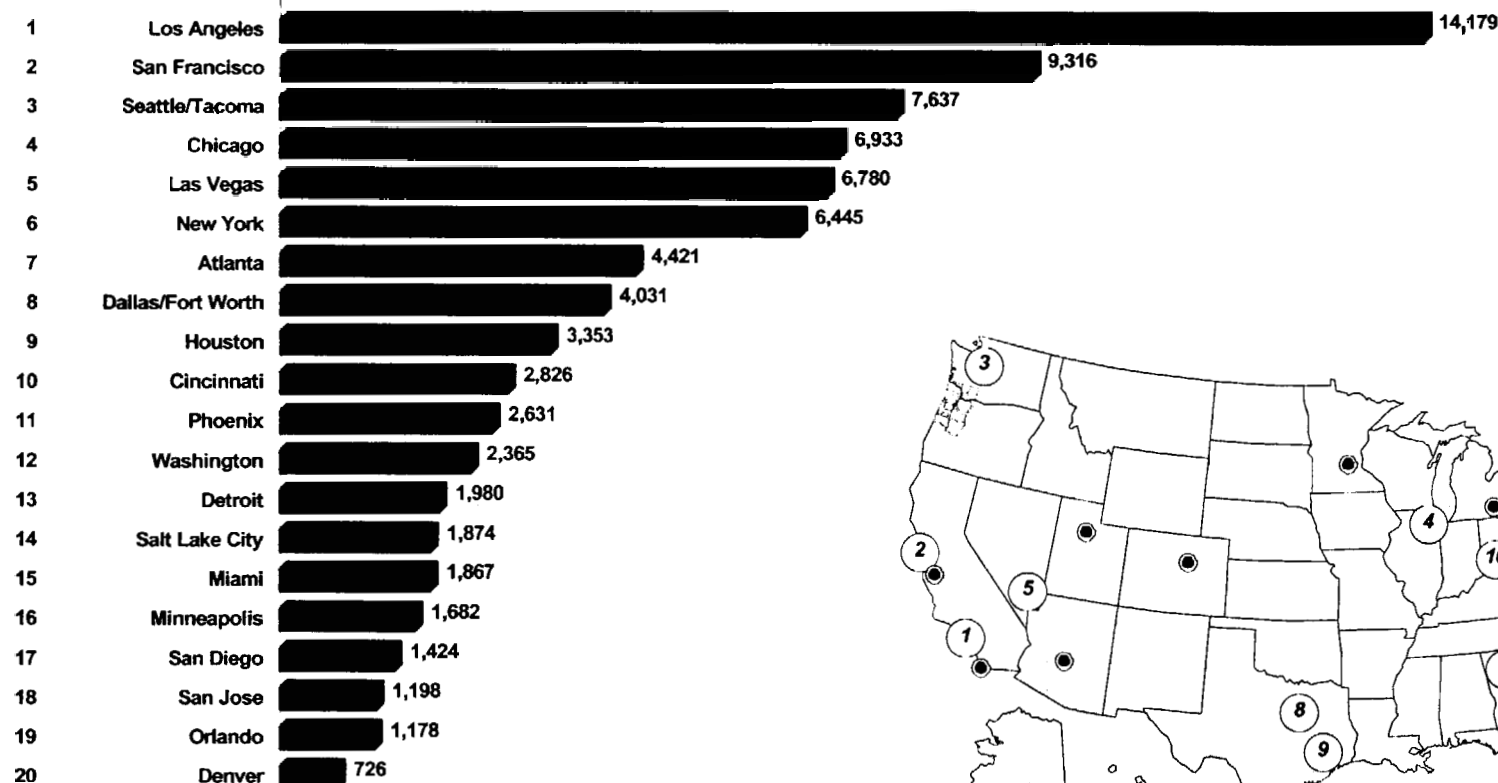
Source: Sixel, Boggs and Associates, Inc.



It is Estimated that the Salem MSA Produces Over 14,000 Annual Passenger Trips to its Top International Gateway, Los Angeles, or 19 PDEW

Top 20 Salem MSA Domestic Portion of International O&D Passenger Gateways

12 Months Ended September 2000

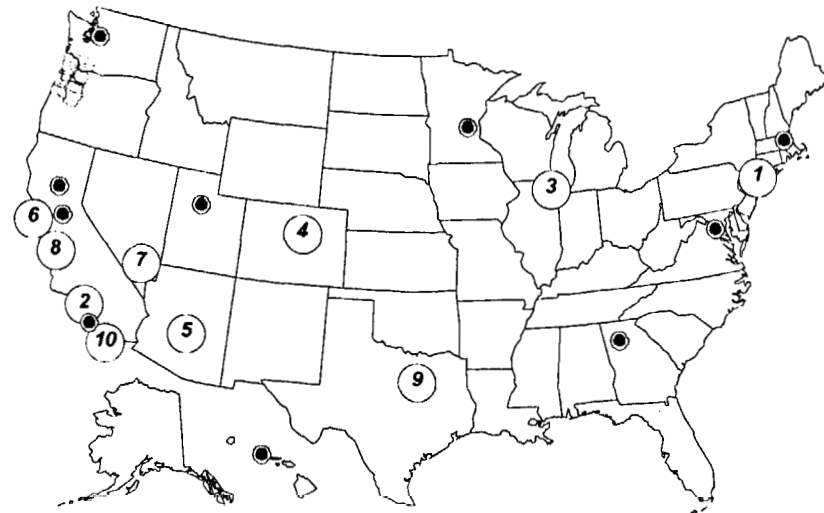
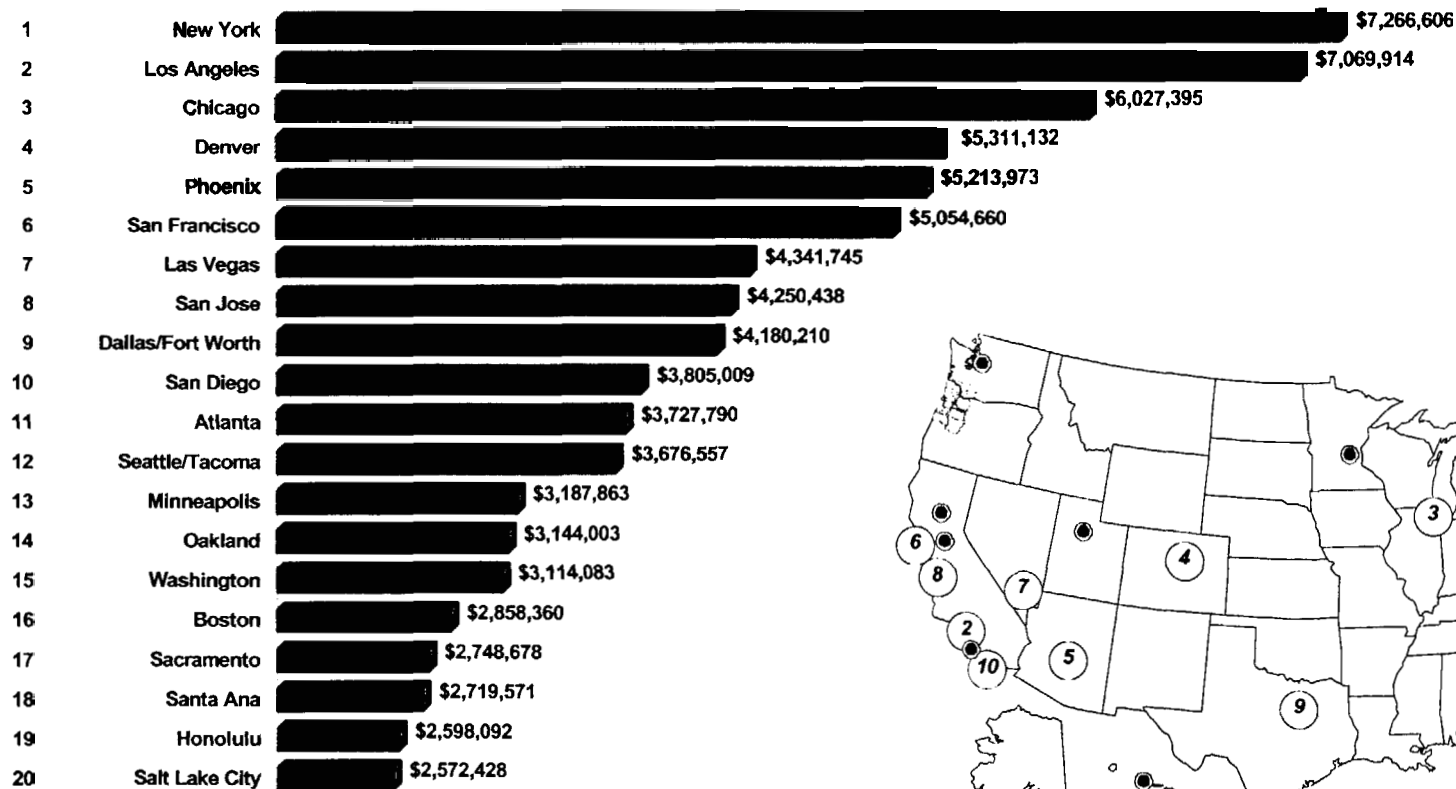


Source: Sixel, Boggs and Associates, Inc.

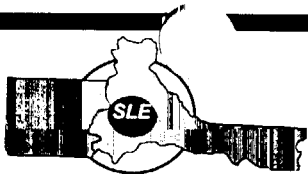


It is Estimated that the Salem MSA Generates Nearly \$7.3 Million Annually in its Top Market, New York, or Nearly \$10,000 in Revenue Per Day Each Way (RDEW)

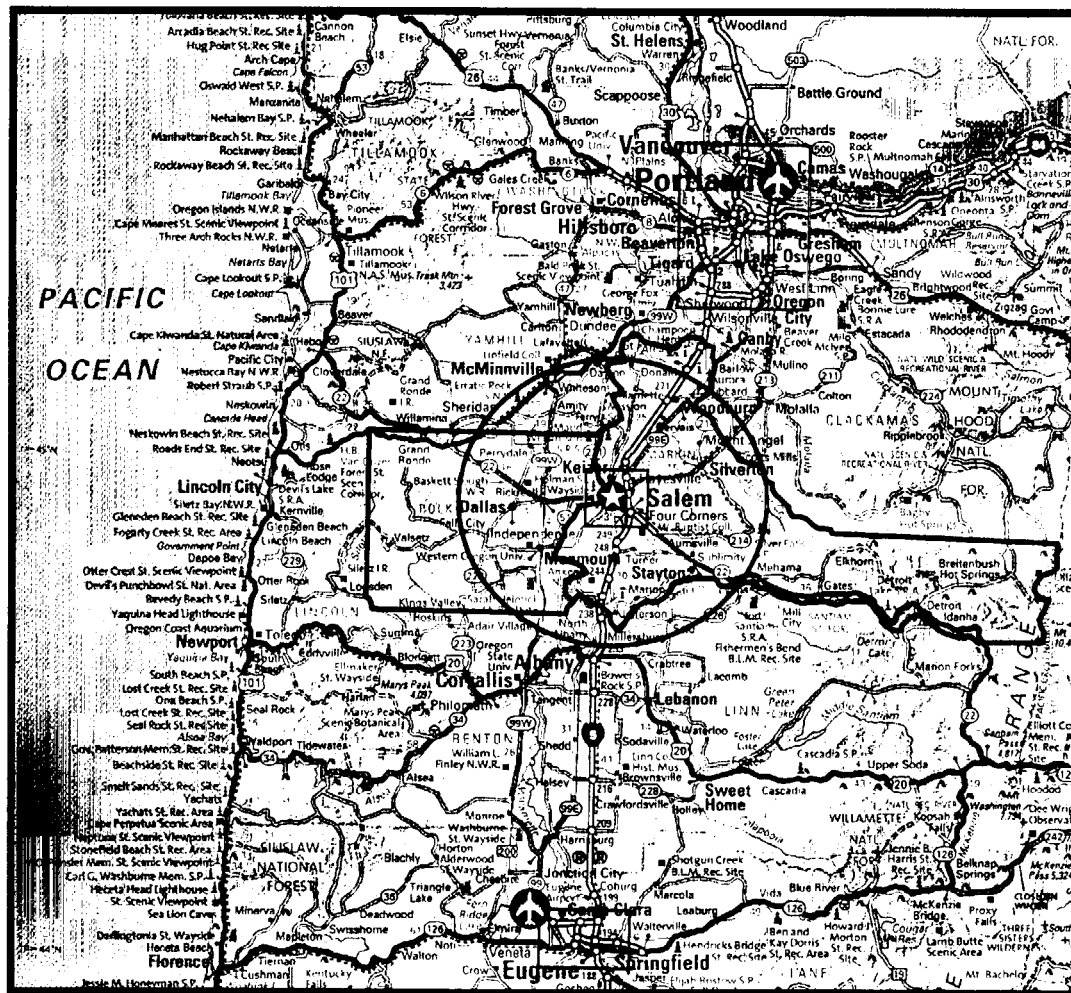
Top 20 Salem MSA Domestic O&D Revenue Markets
12 Months Ended September 2000



Source: Sixel, Boggs and Associates, Inc.



7. Salem Airport Catchment Area

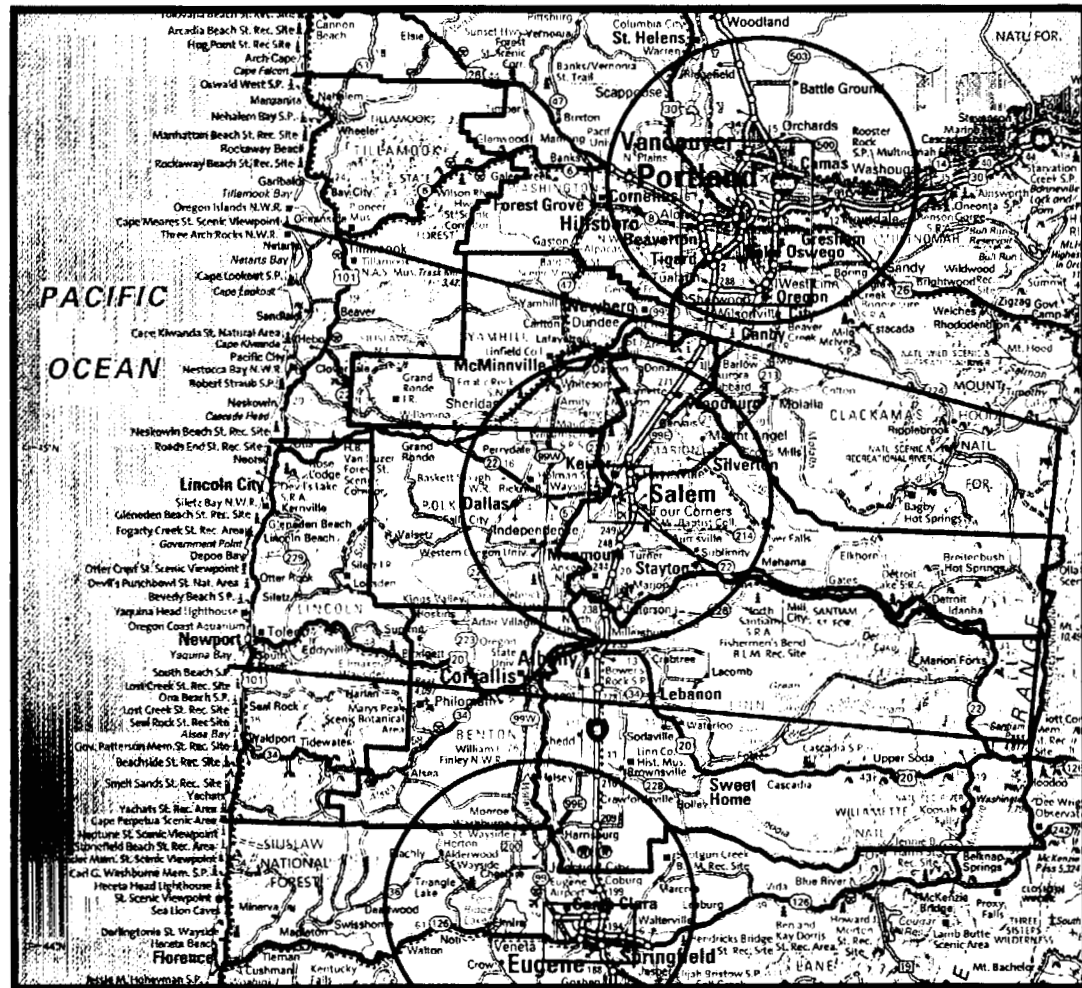




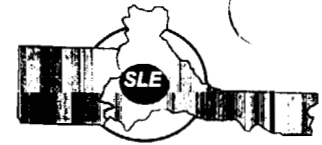
Salem's Airport Catchment Area, Based on the Nearest Airport Criteria, Stretches From Corvallis & Lebanon to McMinnville & Woodburn & Contains 600,000 People

Salem Airport Catchment Area Population
Year 2000

Rank	City	2000 Population	Salem ACA Share	Salem ACA Population	Area Share
1	Marion	284,834	100.0%	284,834	47.8%
2	Linn	103,069	83.9%	86,475	14.5%
3	Benton	78,153	90.0%	70,338	11.8%
4	Polk	62,380	100.0%	62,380	10.5%
5	Yamhill	84,992	59.4%	50,485	8.5%
6	Lincoln	44,479	85.2%	37,896	6.4%
7	Tillamook	24,262	12.1%	2,936	0.5%
Total of Above		682,169	87.3%	595,344	100.0%



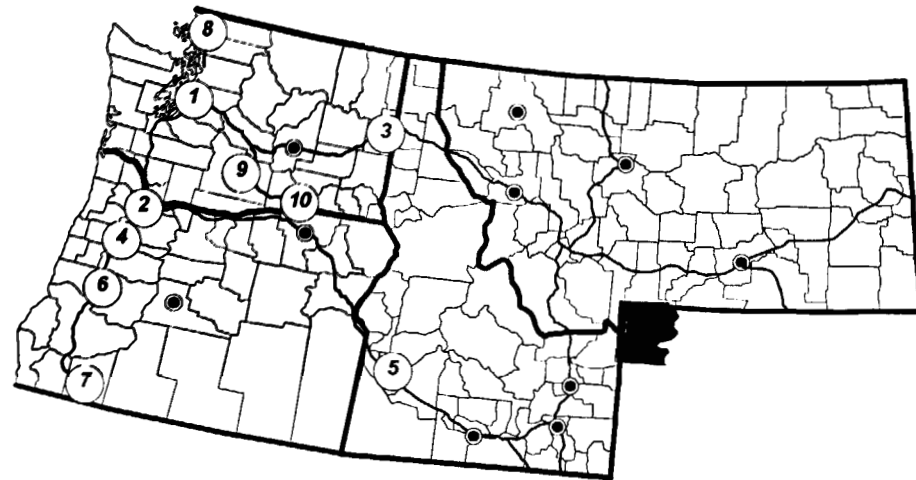
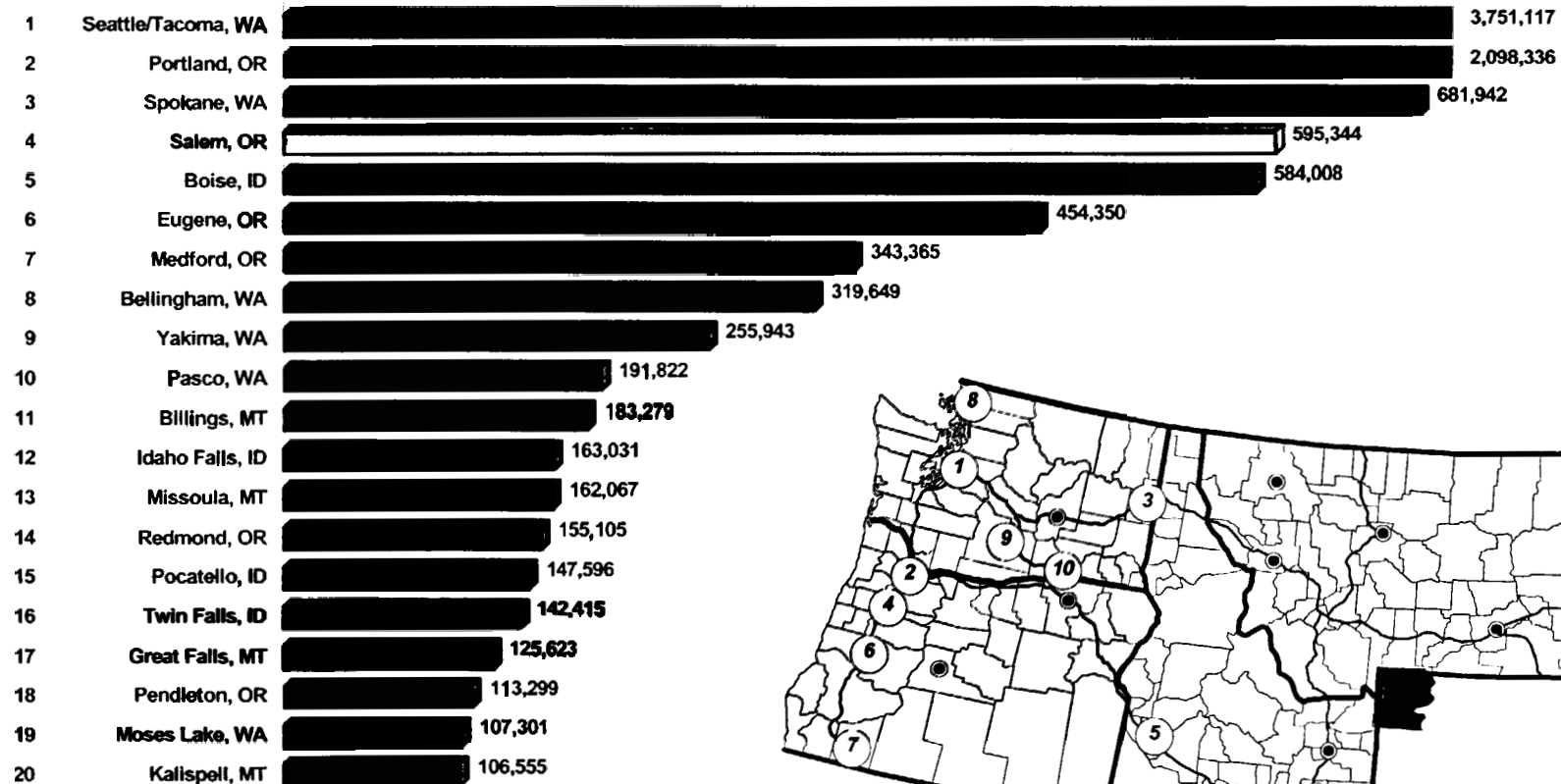
Source: U.S. Bureau of the Census & Sixel, Boggs and Associates



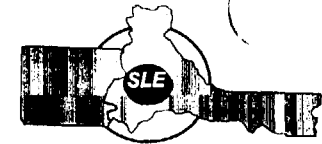
The Nearly 600,000 Residents of The Salem Airport Catchment Area Make Up the Northwest Region's 4th Largest Market

Northwest Region Airport Catchment Area Populations
Calendar Year 2000

Seattle & Portland not to scale

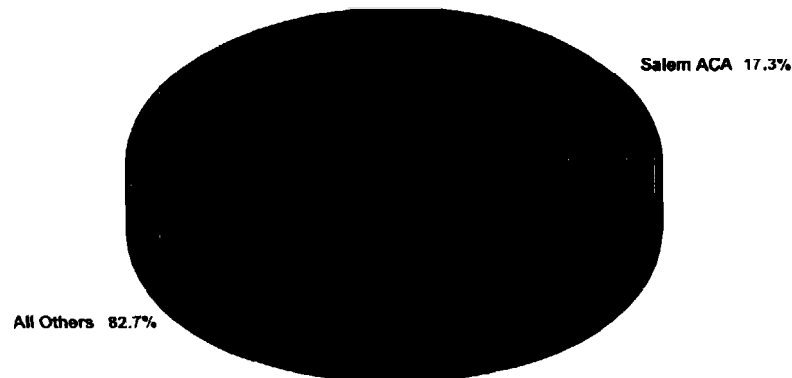


Source: U.S. Bureau of the Census & Sixel, Boggs and Associates

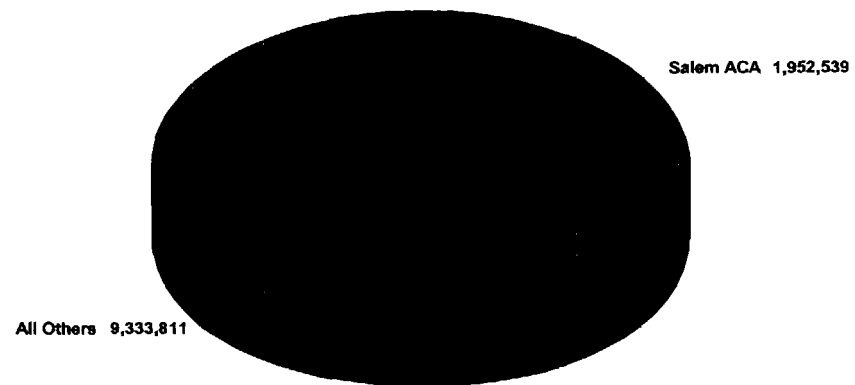


Based on the Population & Economic Strength of Salem's ACA, it is Estimated that the Area Produces Nearly 2.0 Million Annual Domestic Passenger Trips

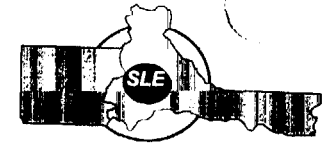
Salem ACA Share of Willamette Valley Economics & Demographics
Year 2000 (est.)



Salem ACA Share of Willamette Valley Domestic Passengers
12 Months Ended September 2000



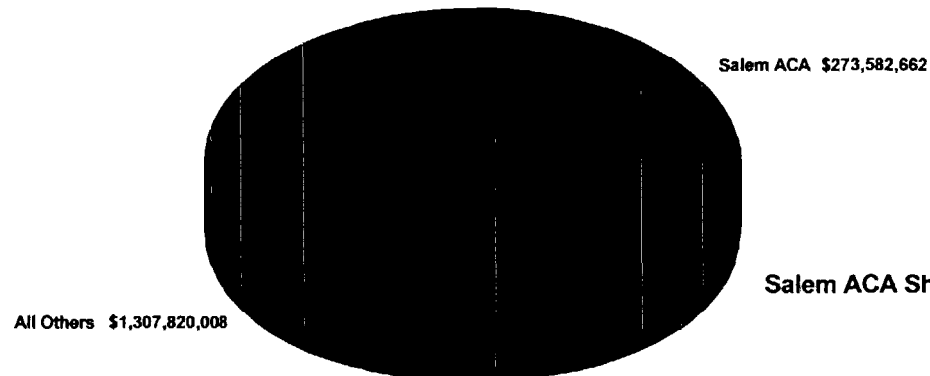
Source: Sixel, Boggs and Associates, Inc.



It is Further Estimated that the Salem ACA Generates Over \$273 Million in Domestic Revenue and Produces Over 176,000 International Passengers

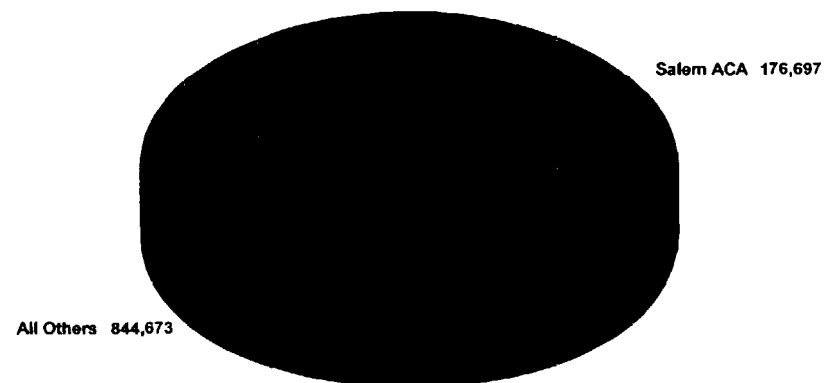
Salem ACA Share of Willamette Valley Domestic Revenues

12 Months Ended September 2000

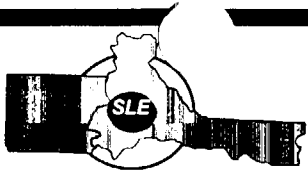


Salem ACA Share of Willamette Valley Domestic Portion of International Passengers

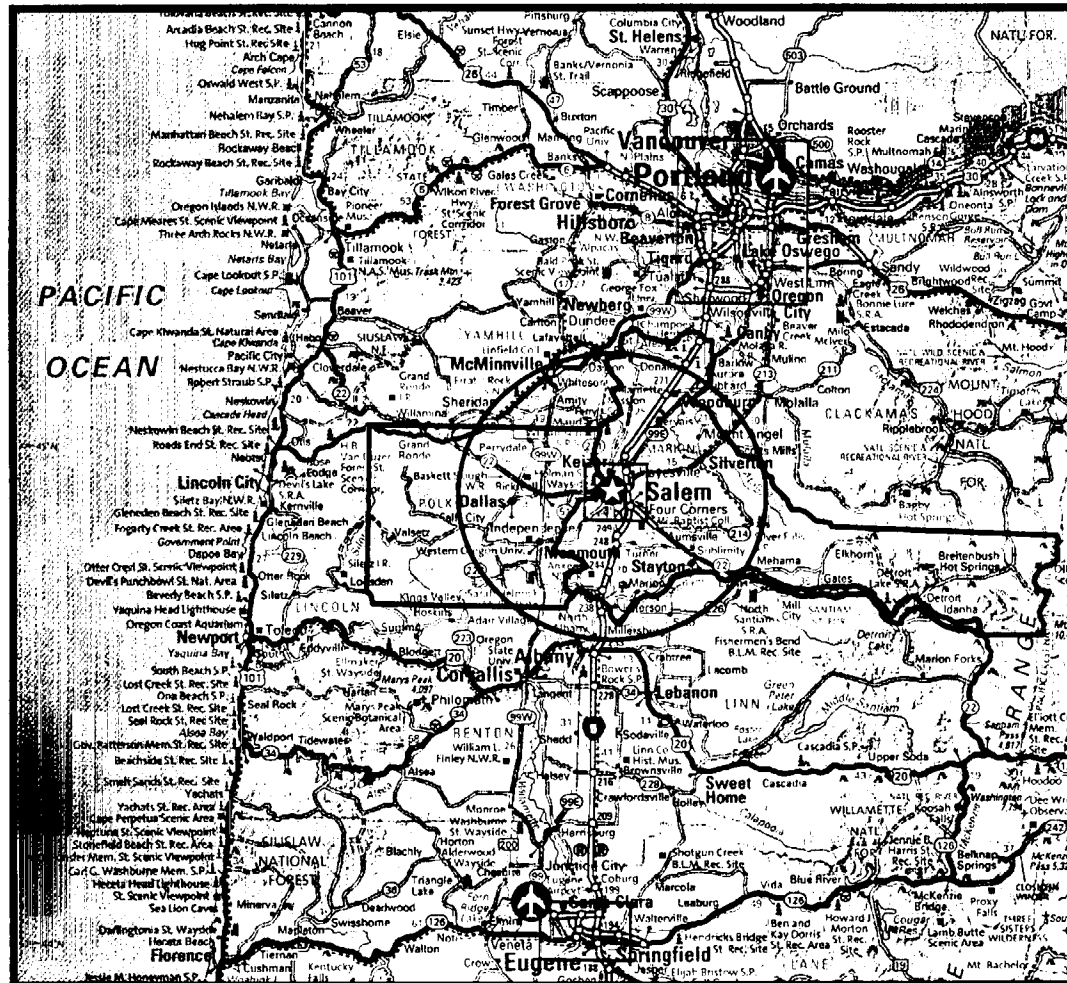
12 Months Ended September 2000



Source: Sixel, Boggs and Associates, Inc.



8. Western U.S. Airlines

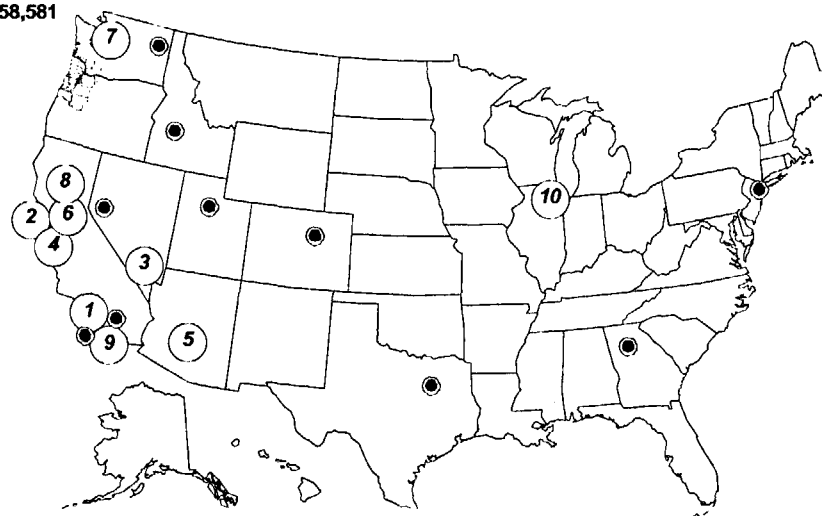
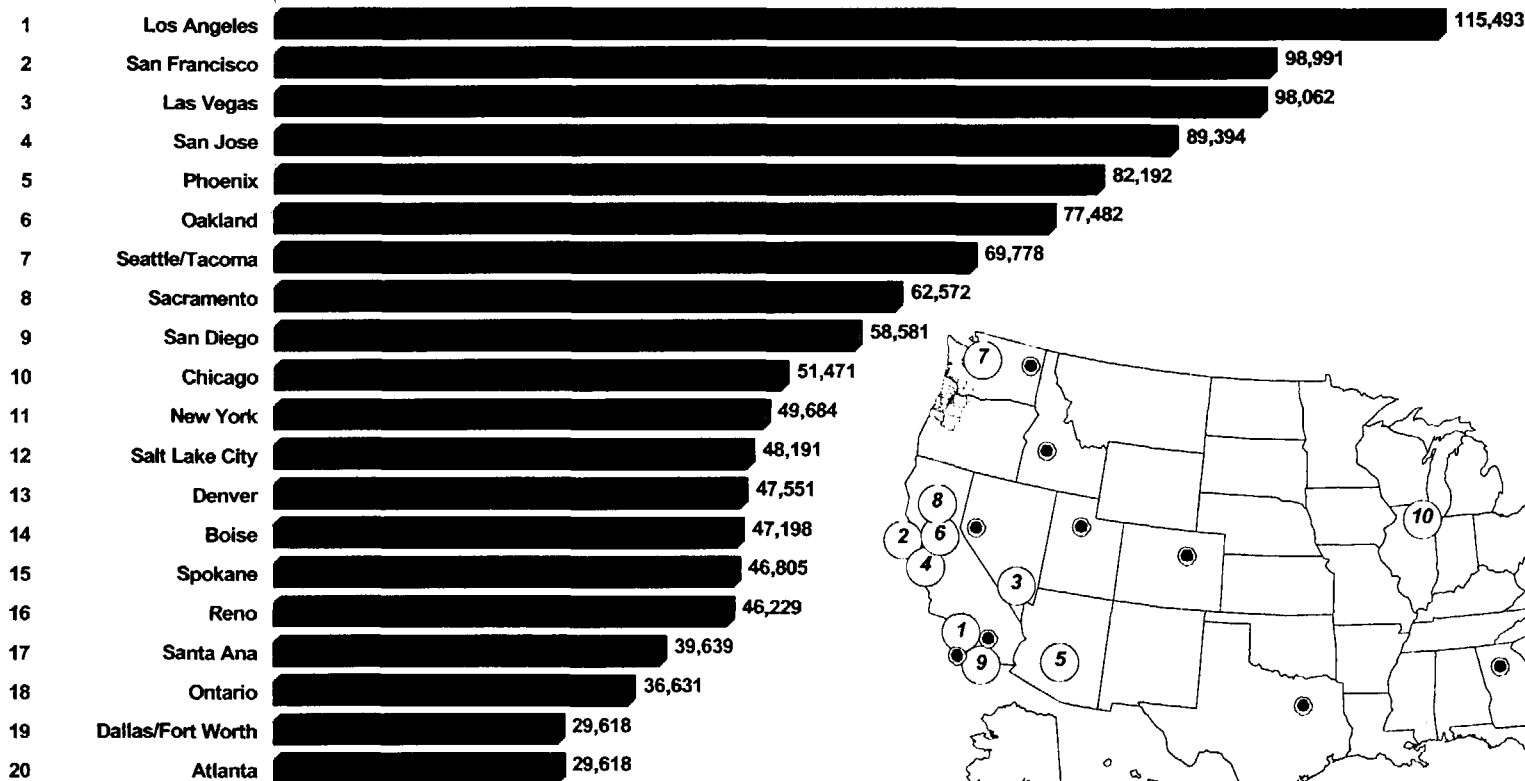




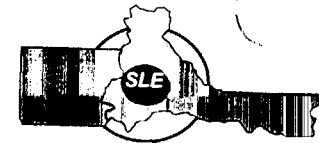
It is Estimated that the Salem ACA Produces Over 115,000 Annual Passenger Trips to its Top Market, Los Angeles, or 158 Passengers Per Day Each Way (PDEW)

Top 20 Salem ACA Domestic O&D Passenger Markets

12 Months Ended September 2000

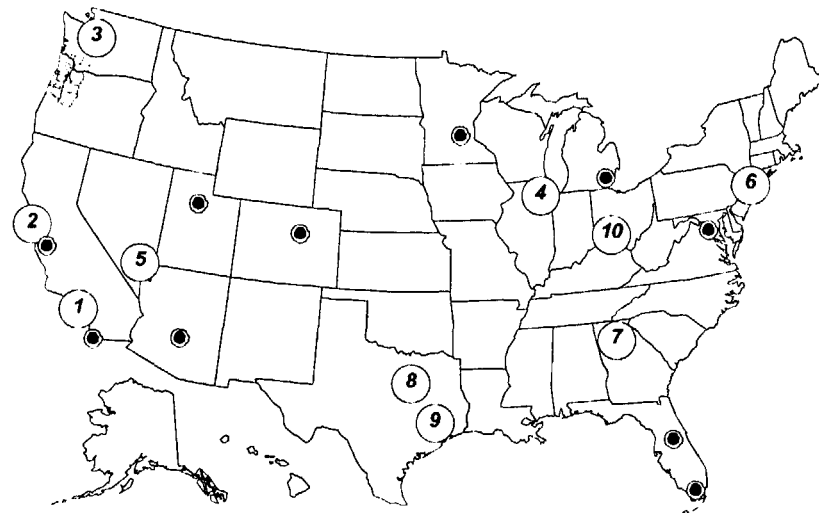
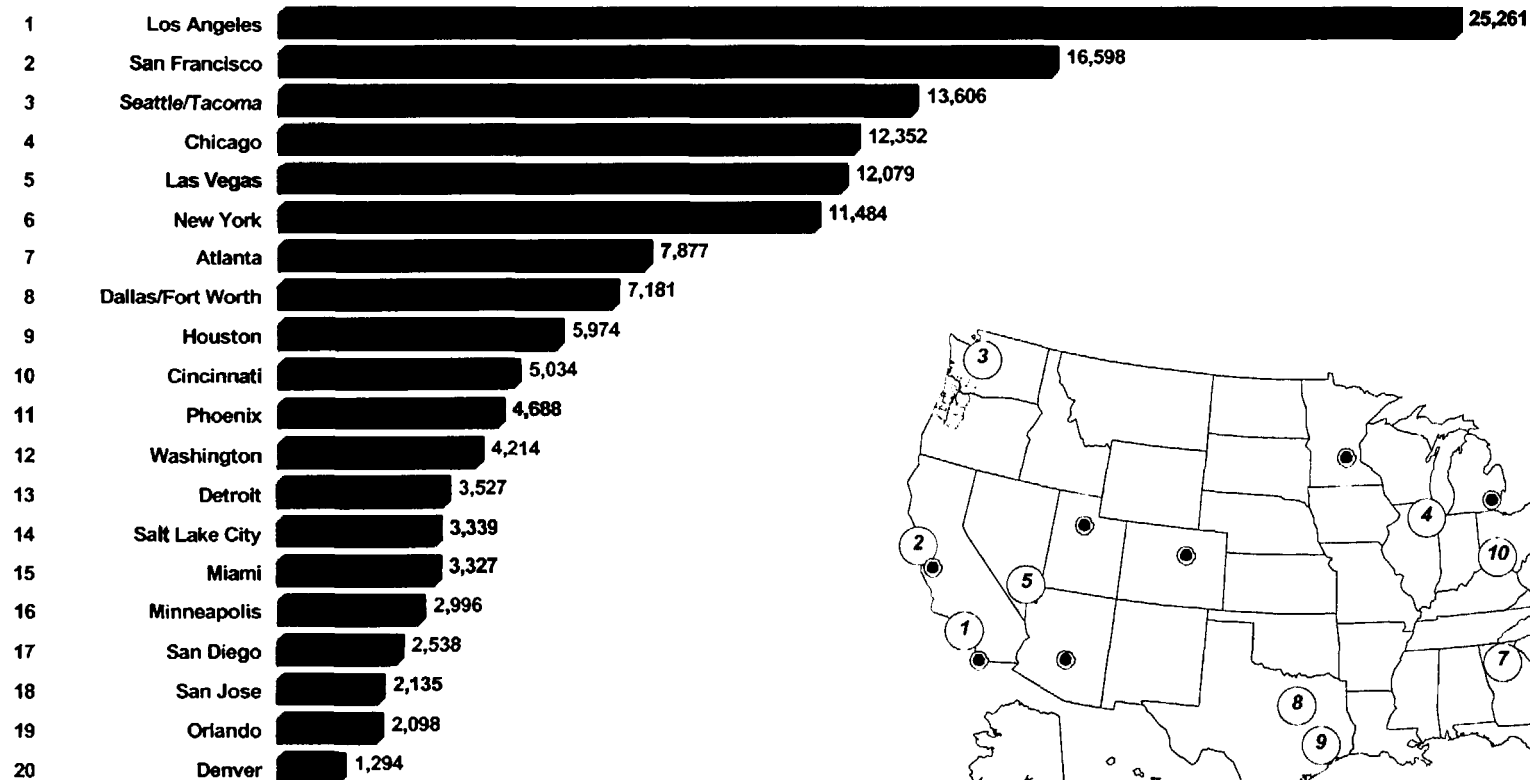


Source: Sixel, Boggs and Associates, Inc.



It is Estimated that the Salem ACA Produces Over 25,000 Annual Passenger Trips to its Top International Gateway, Los Angeles, or 35 PDEW

Top 20 Salem ACA Domestic Portion of International O&D Passenger Gateways
12 Months Ended September 2000



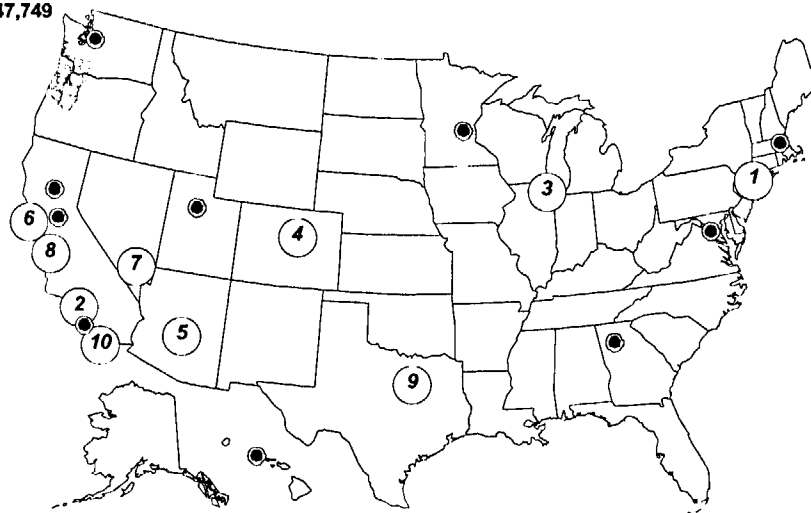
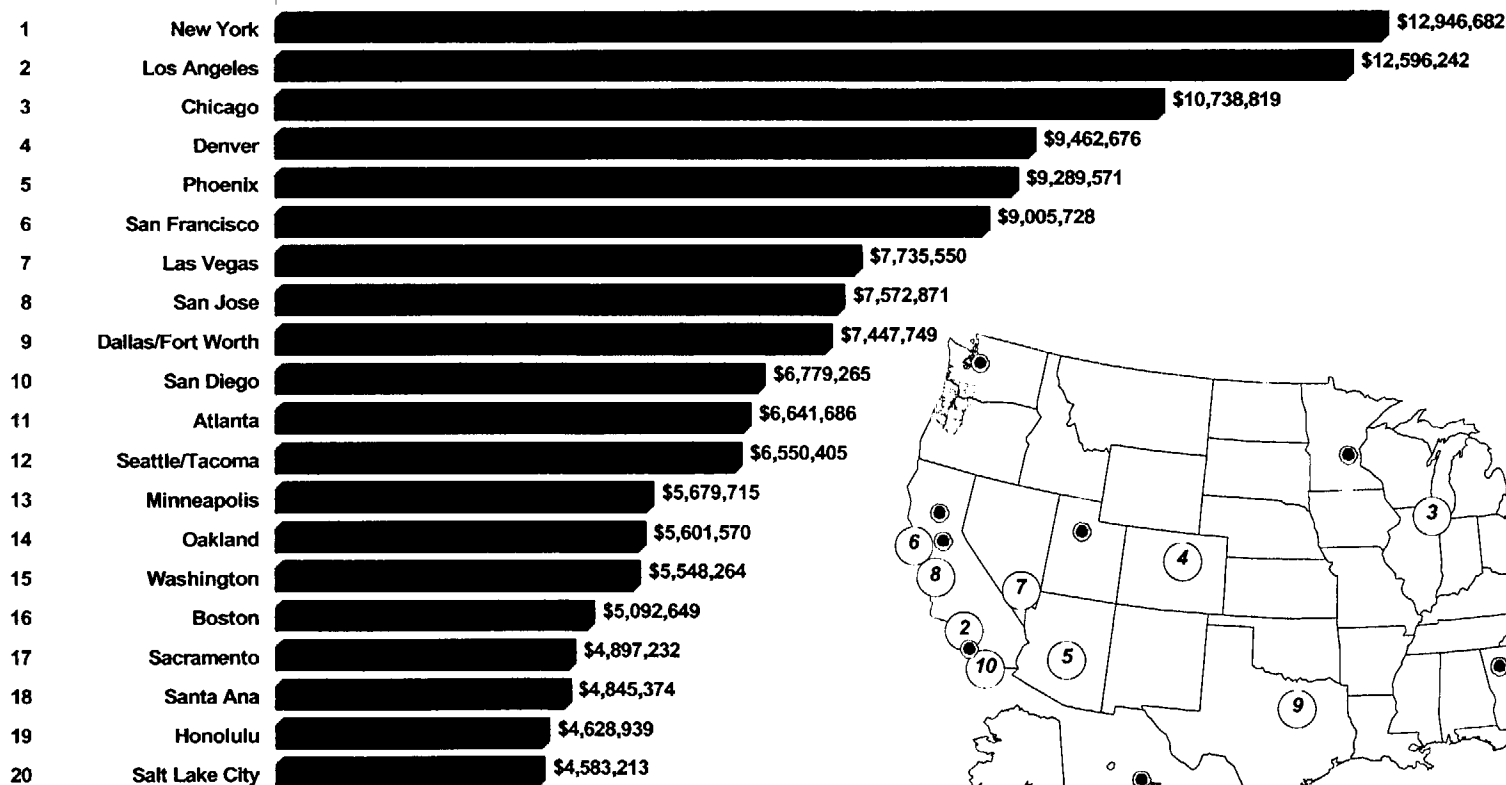
Source: Sixel, Boggs and Associates, Inc.



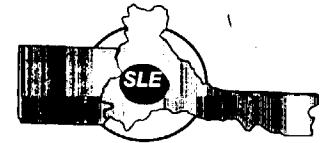
It is Estimated that the Salem ACA Generates Nearly \$13.0 Million Annually in its Top Market, New York, or Nearly \$17,800 in Revenue Per Day Each Way (RDEW)

Top 20 Salem ACA Domestic O&D Revenue Markets

12 Months Ended September 2000



Source: Sixel, Boggs and Associates, Inc.



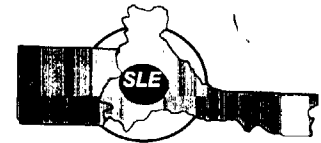
In Order to Attract Service, Salem Will Have to Convince 1 of the 7 Carriers That Provides Service at 1 of the 9 Western Hubs Shown Below to Serve the Market

- ① Denver
▪ *Frontier, United*
- ② Las Vegas
▪ *America West, National*
- ③ Los Angeles
▪ *American, United*
- ④ Phoenix
▪ *America West*
- ⑤ Portland
▪ *Alaska/Horizon, United*



- ⑥ Salt Lake City
▪ *Delta*
- ⑦ San Francisco
▪ *United*
- ⑧ San Jose
▪ *American*
- ⑨ Seattle/Tacoma
▪ *Alaska/Horizon, United*

Source: Sixel, Boggs and Associates, Inc.



While United Airlines Regional Jets Will Come to Los Angeles in the Next Few Years, Presently Service to the Northwest is Provided Only at Seattle, Portland and Medford

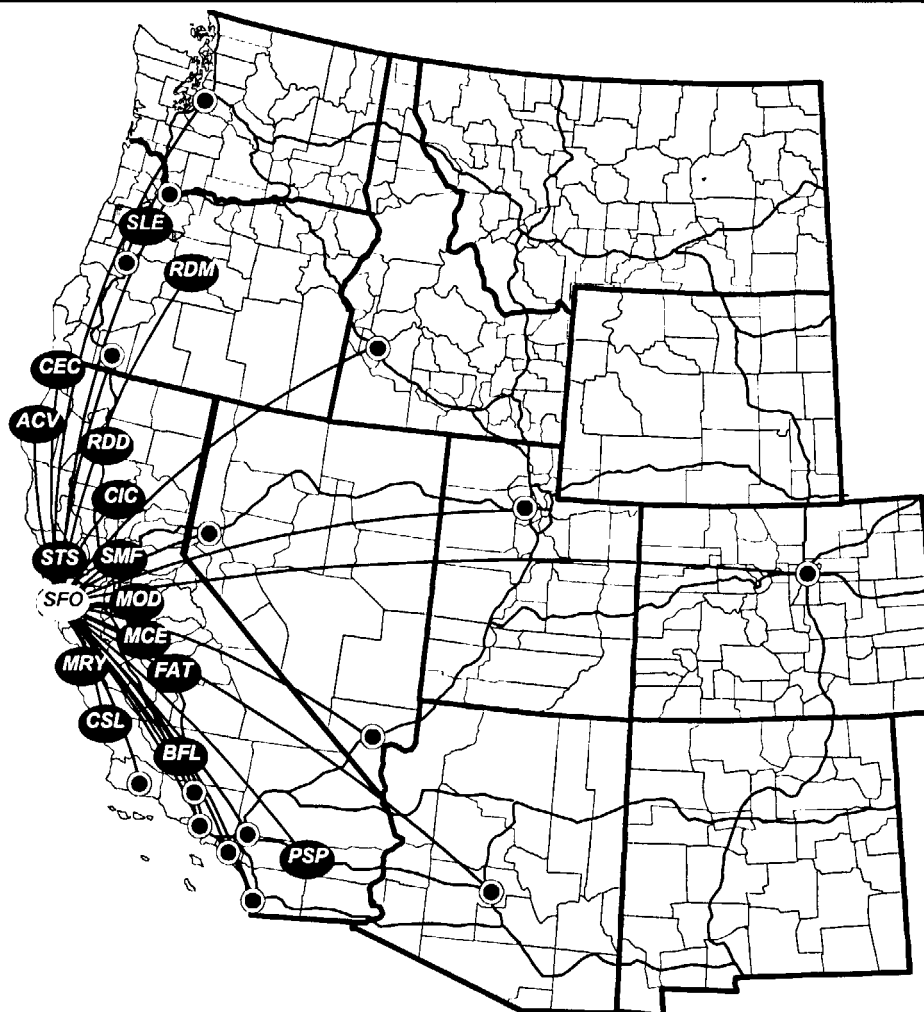


STS United Express Markets
 ● United Airlines Mainline Markets

Source: Official Airline Guide

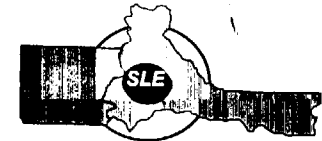


Presently, San Francisco Service by United Express is Provided as Far North as Redmond, While United Mainline Serves Eugene, Medford & Portland From SFO

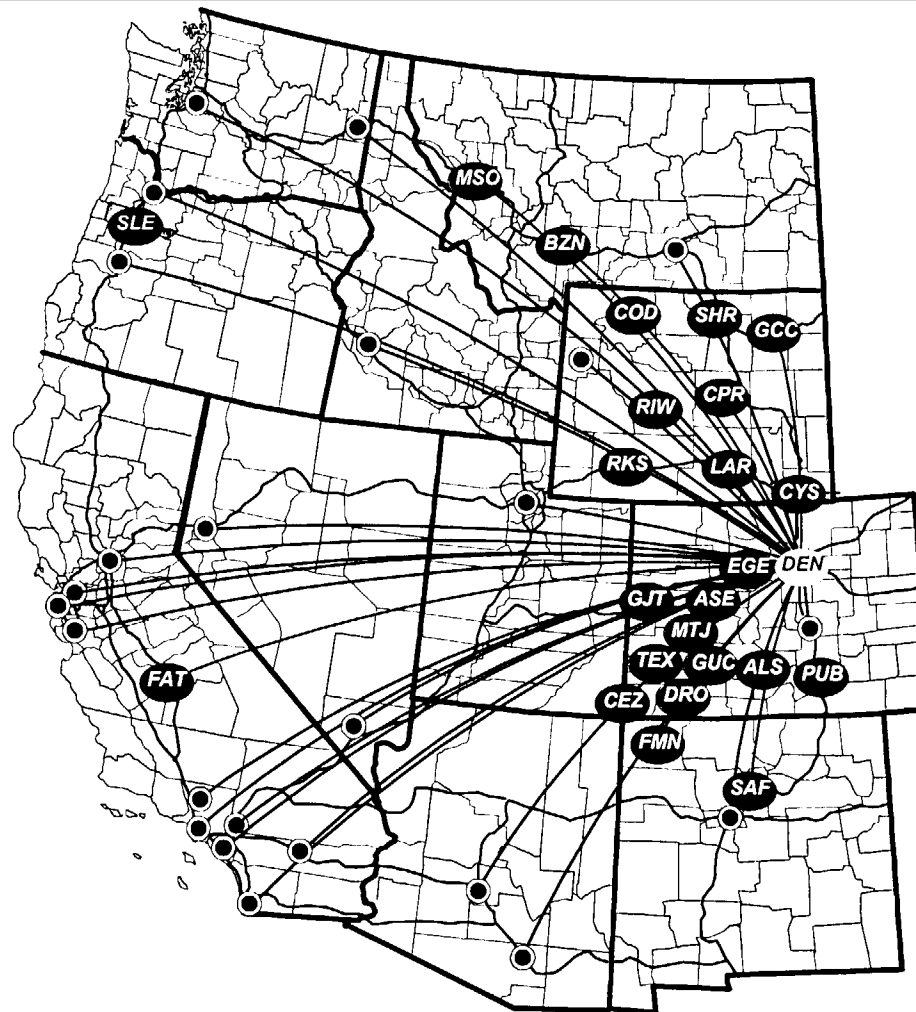


- STS** United Express Markets
- United Airlines Mainline Markets

Source: Official Airline Guide



United Airlines Has Begun Integrating Regional Jets Into its Denver Fleet Mix, Recently Adding Service to Fresno, Bozeman and Missoula

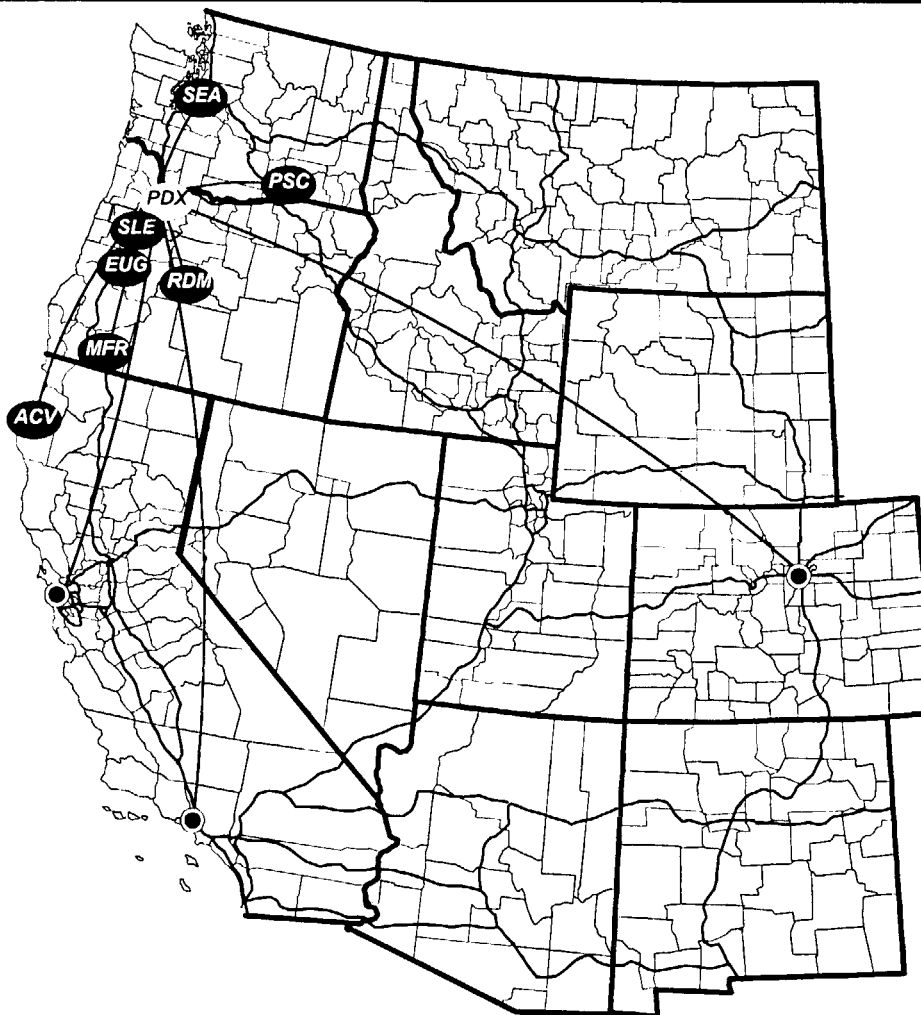


- STS** United Express Markets
- United Airlines Mainline Markets

Source: Official Airline Guide



United Express Operates From Portland to Six Regional Airports in the Northwest, Including Eugene, Medford and Redmond Using EMB-120 Turboprops

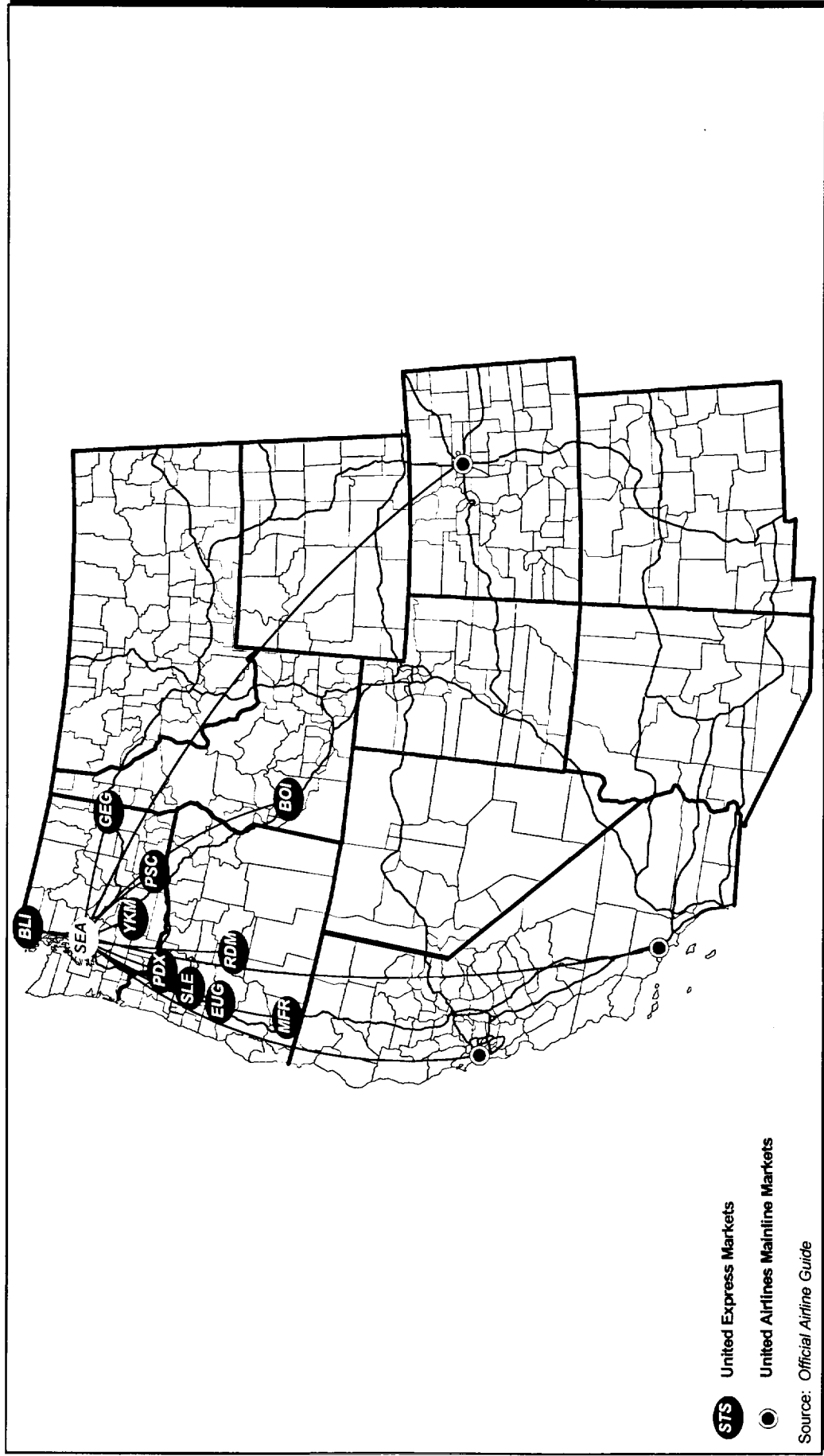


- STS** United Express Markets
- United Airlines Mainline Markets

Source: Official Airline Guide



United Express Operates From Seattle/Tacoma to Nine Regional Airports in the Northwest, Including Eugene, Medford and Redmond Using EMB-120 Turboprops

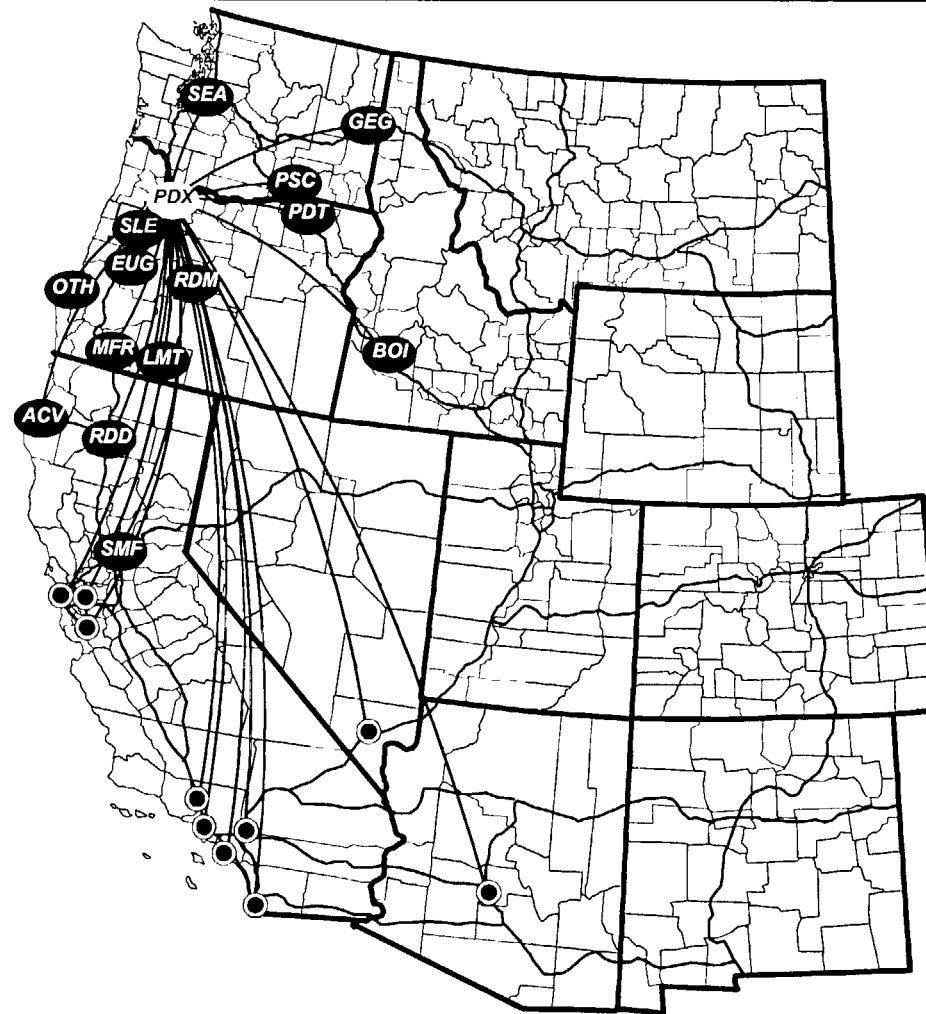


-  United Express Markets
-  United Airlines Mainline Markets

Source: Official Airline Guide



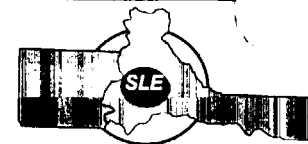
While Nonstop Service to Portland Operated by Horizon Air Would be Attractive, the Short Distance Between the Two Cities Would Seem to Preclude Such Service



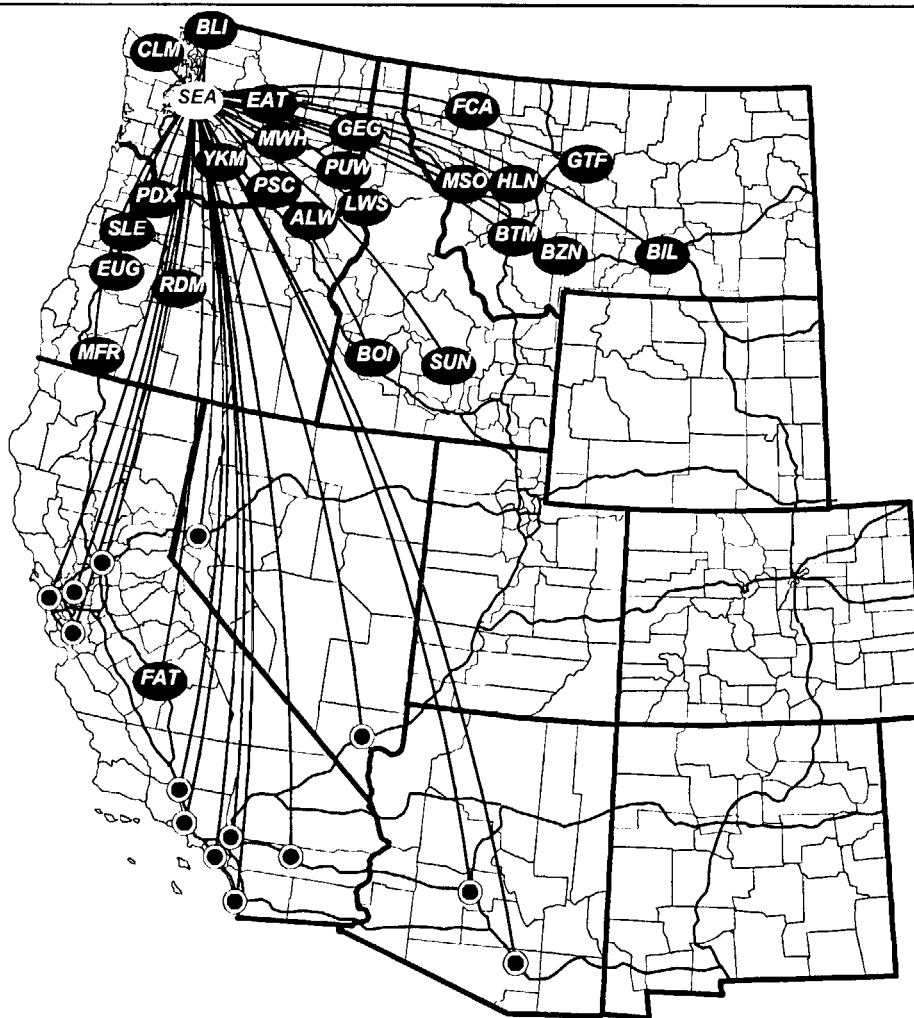
RDD Horizon Air Markets

● Alaska Airlines Mainline Markets

Source: Official Airline Guide



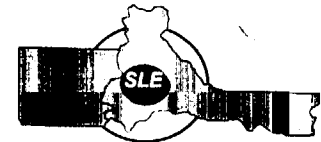
Horizon Presently Operates to 24 Regional Cities From Seattle, Including a Number of Markets Much Smaller Than Salem and Within 40 Miles of Another Horizon Airport



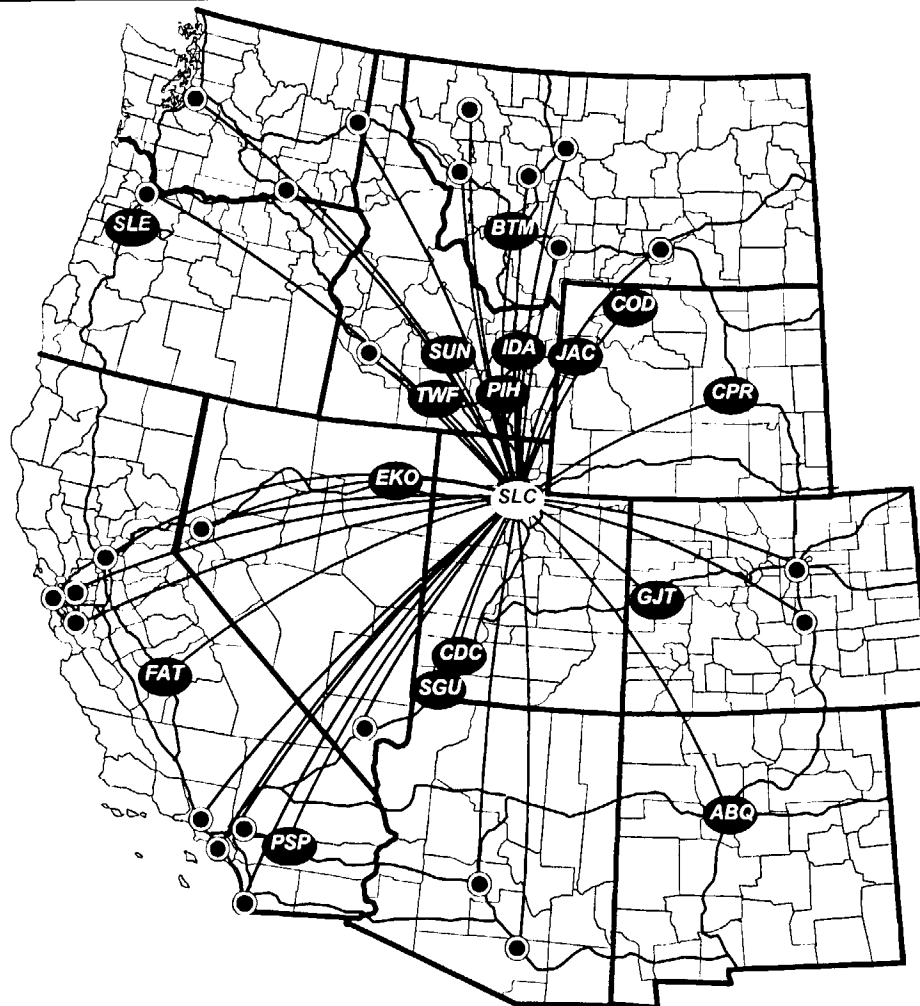
RDD Horizon Air Markets

● Alaska Airlines Mainline Markets

Source: Official Airline Guide

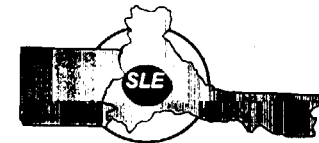


Delta Air Lines Provides Extensive and Expanding Service to Northwest Airports at Salt Lake City, However the Only Airport Presently Served in Oregon is Portland

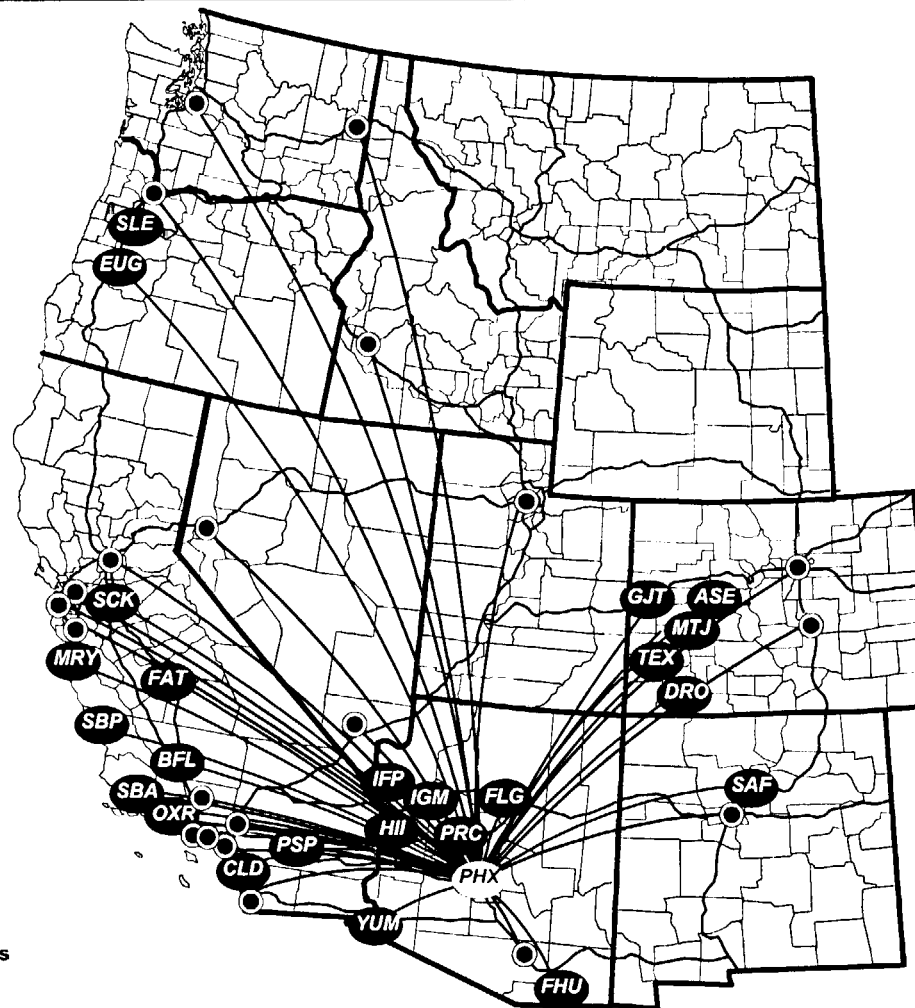


- FAT** Delta Connection Markets
- Delta Air Lines Mainline Markets

Source: Official Airline Guide



America West's Strategy of Providing Service to Alternate Airports in Large Metro Areas, Coupled With New Service at Stockton Provides Hope for Salem



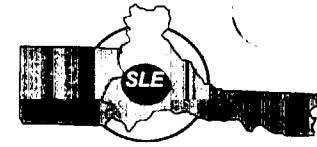
- SCK** America West Express Markets
- America West Airlines Mainline Markets

Source: Official Airline Guide



9. Salem Air Service Priorities

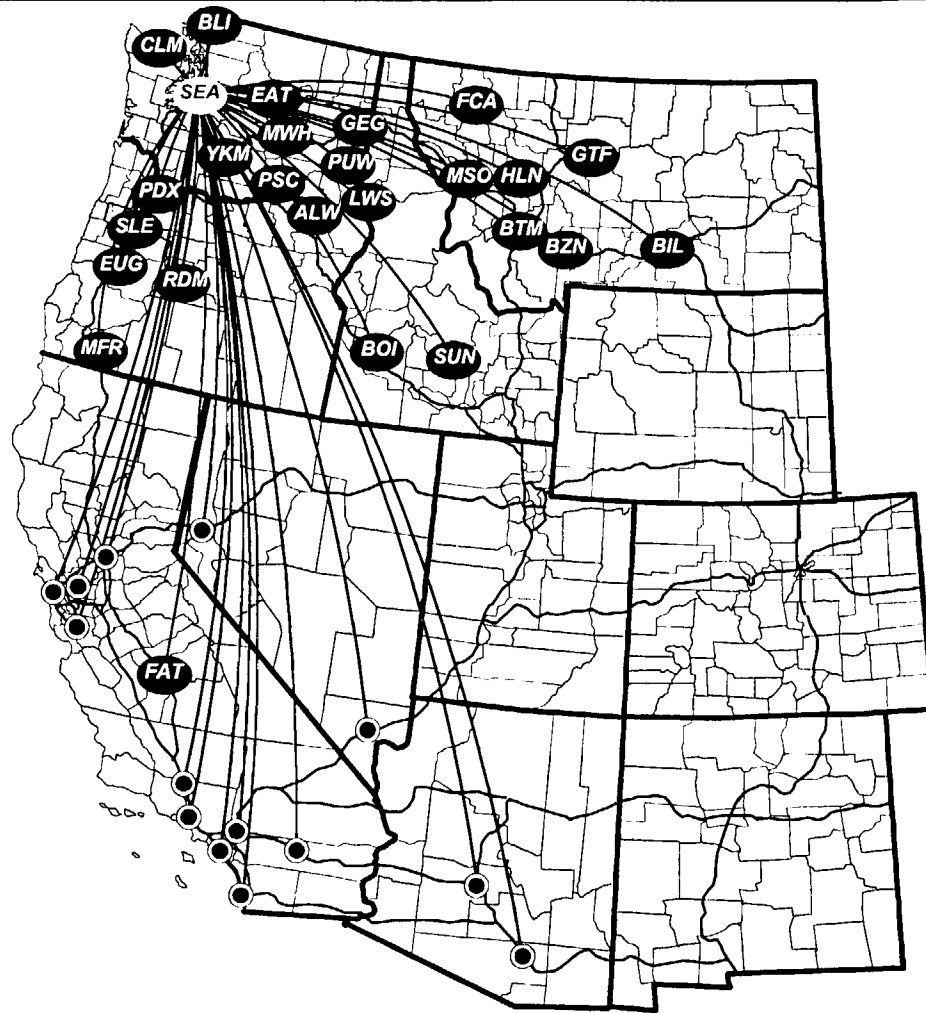




The Acquisition of Horizon Air Service to Salem's 8th Largest Market, Seattle/Tacoma, Would Provide Valuable One-stop Service to Many Cities in the Northwest

● Horizon Air - Seattle/Tacoma

- *Horizon Air would need to be convinced that Salem traffic to Seattle/Tacoma and other northwest destinations is presently lost to other carriers.*
- *Horizon would also need to be convinced that new Salem service would result in new traffic, not just taking traffic that it presently carried.*



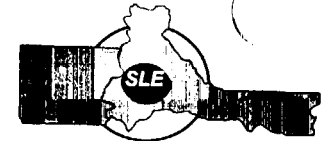
Horizon Air Markets



Alaska Airlines Mainline Markets

Source: Sixel, Boggs and Associates, Inc.

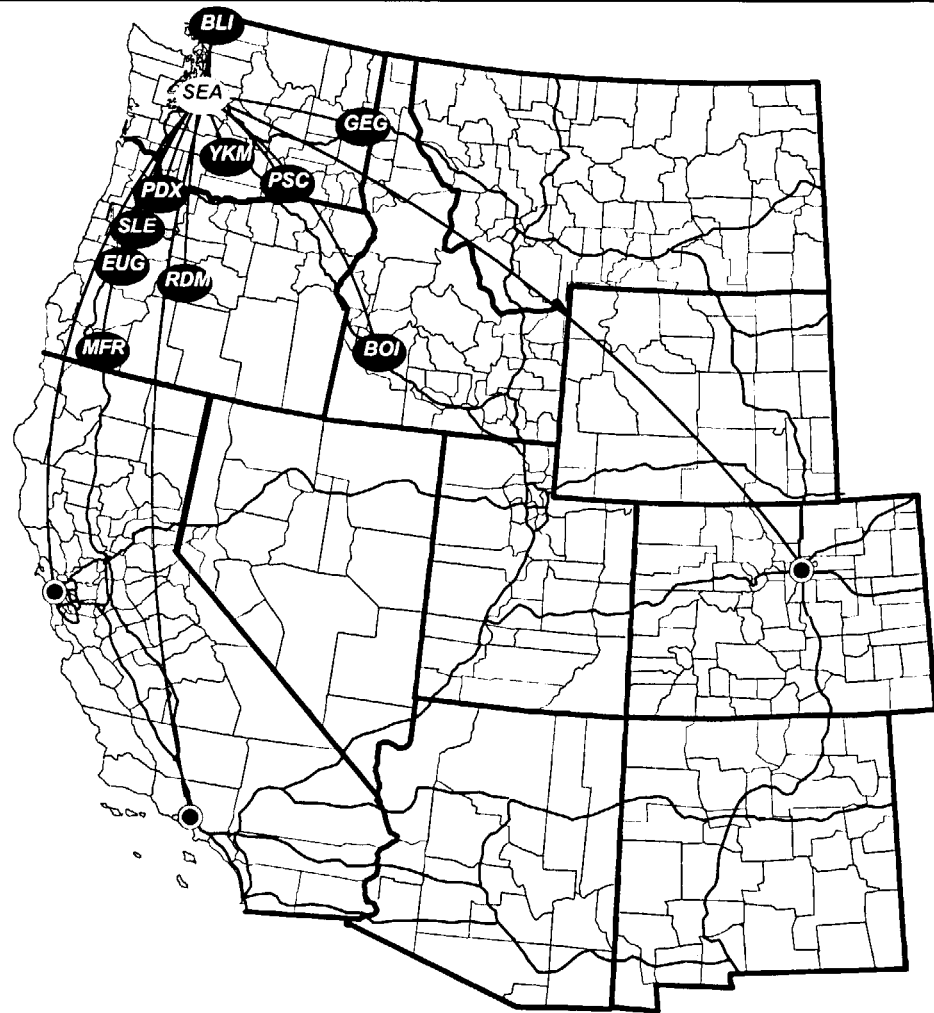




While United is More Limited in Scope Than Horizon at Seattle/Tacoma, Interest Could be Generated in the Large Amount of Local Traffic and Demand Back East

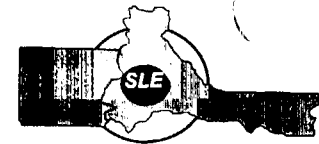
• United Airlines - Seattle/Tacoma

- SkyWest provides Embraer 120 turboprop service from 9 cities to/from Seattle/Tacoma.
- While Seattle/Tacoma is the 3rd largest demand point from Salem, United's main interest would be in transiting long-haul passengers through Seattle/Tacoma to destinations in the midwest and east coast.
- It would be evident that passengers would not fly to Seattle/Tacoma and then travel back south.
- Salem's major hurdle would be to convince United that enough traffic existed and that the traffic would use and support the service.



- STS United Express Markets
- United Airlines Mainline Markets

Source: Sixel, Boggs and Associates, Inc.

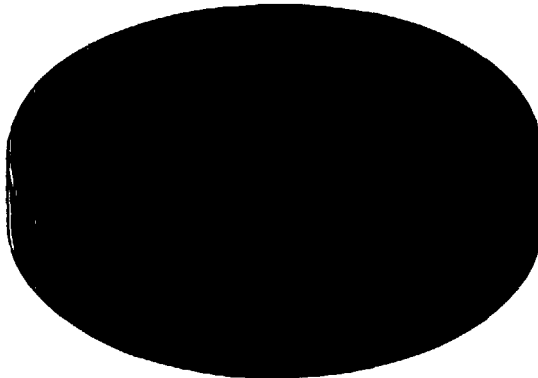


United Airlines Flights to San Francisco Could Provide Nonstop or 1-stop Service for 700,00 Domestic Passengers Located in Salem's MSA

Salem MSA Passengers Served by Nonstop or 1-stop United Service at San Francisco

12 Months Ended September 2000

NS/1-stop 694,624 58.5%



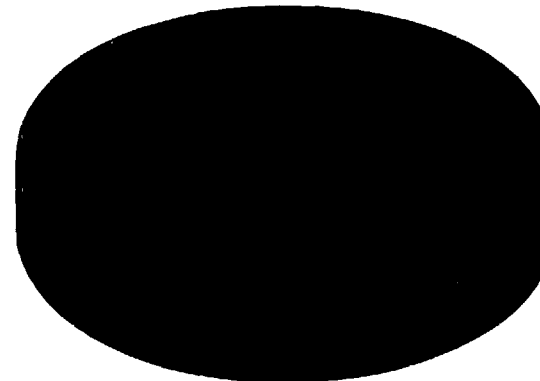
All Others 492,135 41.5%



Salem MSA Revenue Served by Nonstop or 1-stop United Service at San Francisco

12 Months Ended September 2000 - \$millions

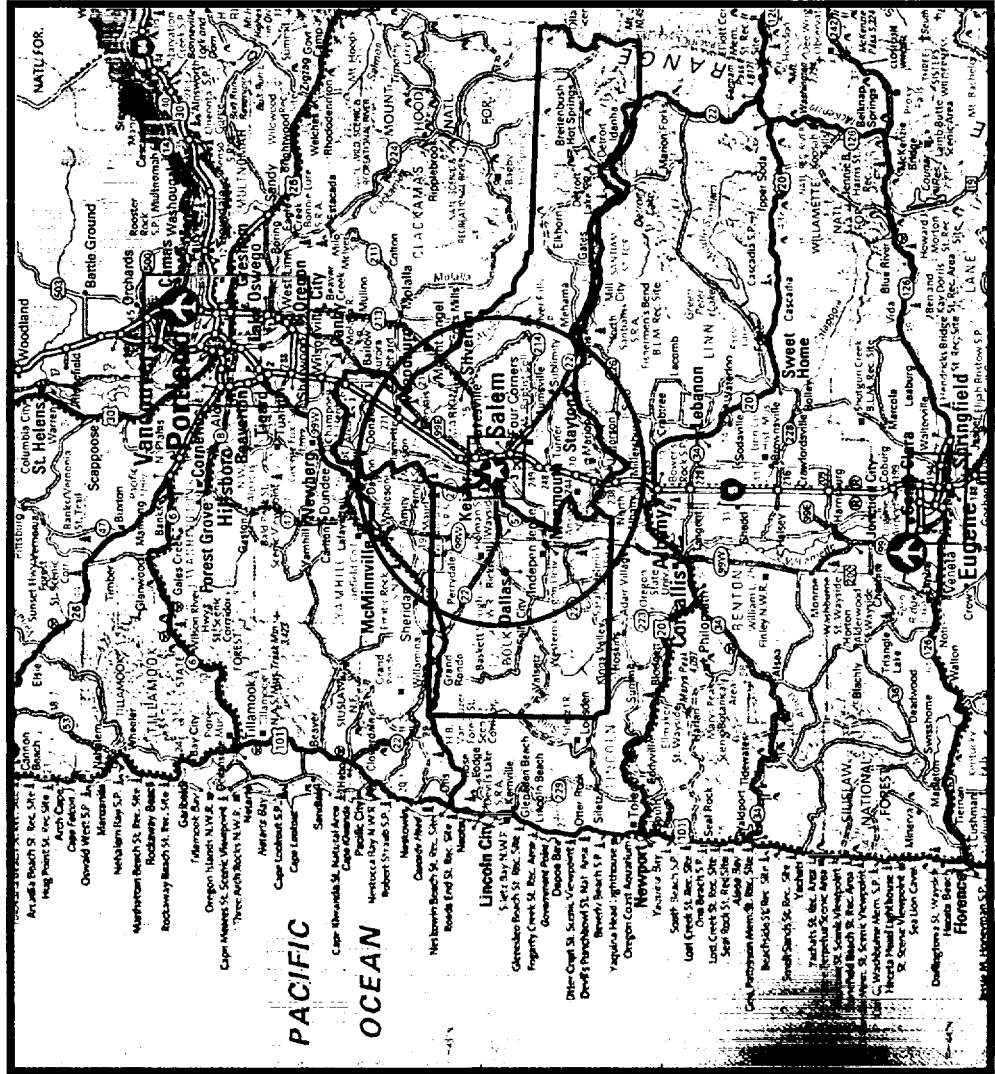
NS/1-stop \$86.3 56.2%



All Others \$87.3 43.8%

Source: Sixel, Boggs and Associates, Inc.

10. Appendices



April 2001

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Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
<hr/>								
A	Bellingham, WA							
	1	Whatcom, WA	166,814	93,939	\$2,844,435	\$464,661	\$2,028,920	\$4,254,771
	2	Skagit, WA	102,979	54,810	\$1,665,898	\$226,638	\$1,142,962	\$2,774,168
	3	Island, WA (50%)	35,779	14,934	\$418,921	\$12,677	\$212,975	\$843,583
	4	San Juan, WA	14,077	9,413	\$214,567	\$14,439	\$121,405	\$517,484
	Total of Above		319,649	173,096	\$5,143,821	\$718,415	\$3,506,262	\$8,390,005
<hr/>								
B	Billings, MT							
	1	Yellowstone, MT	129,352					
	2	Big Horn, MT	12,671					
	3	Carbon, MT	9,552					
	4	Rosebud, MT	9,383					
	5	Stillwater, MT	8,195					
	6	Musselshell, MT	4,497					
	7	Sweet Grass, MT	3,609					
	8	Wheatland, MT	2,259					
	9	Powder River, MT	1,858					
	10	Golden Valley, MT	1,042					
	11	Treasure, MT	861					
	Total of Above		183,279					
<hr/>								
C	Boise, ID							
	1	Ada, ID	300,904					
	2	Canyon, ID	131,441					
	3	Malheur, OR	31,615					
	4	Elmore, ID	29,130					
	5	Payette, ID	20,578					
	6	Baker, OR	16,741					
	7	Gem, ID	15,181					
	8	Owyhee, ID	10,644					
	9	Washington, ID	9,977					
	10	Valley, ID	7,651					
	11	Boise, ID	6,670					
	12	Adams, ID	3,476					
	Total of Above		584,008					
<hr/>								

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
D	Bozeman, MT							
	1	Gallatin, MT	67,831					
	2	Park, MT	15,694					
	3	Madison, MT	6,851					
	Total of Above		90,376					
E	Butte, MT							
	1	Silver Bow, MT	34,606					
	2	Jefferson, MT	10,049					
	3	Deer Lodge, MT	9,417					
	4	Beaverhead, MT	9,202					
	5	Powell, MT	7,180					
	Total of Above		70,454					
F	Eugene, OR							
	1	Lane, OR	322,959	178,665	\$5,241,944	\$1,002,444	\$3,536,788	\$7,707,631
	2	Linn, OR	103,069	51,718	\$1,658,311	\$605,554	\$926,397	\$2,320,019
	3	Douglas, OR	100,399	48,429	\$1,409,533	\$431,976	\$872,444	\$2,149,405
	4	Benton, OR	78,153	45,196	\$1,375,087	\$367,040	\$628,371	\$1,987,398
	5	Lincoln, OR (50.0%)	22,240	11,022	\$275,885	\$38,124	\$256,437	\$507,275
	Total of Above		626,820	335,030	\$9,960,760	\$2,445,138	\$6,220,437	\$14,671,727
G	Great Falls, MT							
	1	Cascade, MT	80,357					
	2	Hill, MT	16,673					
	3	Teton, MT	6,445					
	4	Pondera, MT	6,424					
	5	Chouteau, MT	5,970					
	6	Toole, MT	5,267					
	7	Judith Basin, MT	2,329					
	8	Liberty, MT	2,158					
	Total of Above		125,623					

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
H	Helena, MT							
		1 Lewis and Clark, MT	55,716					
		2 Broadwater, MT	4,385					
		3 Meagher, MT	1,932					
		Total of Above	62,033					
I	Idaho Falls, ID							
		1 Bonneville, ID	82,522					
		2 Madison, ID	27,467					
		3 Jefferson, ID	19,155					
		4 Fremont, ID	11,819					
		5 Lemhi, ID	7,806					
		6 Teton, ID	5,999					
		7 Custer, ID	4,342					
		8 Butte, ID	2,899					
		9 Clark, ID	1,022					
		Total of Above	163,031					
J	Kalispell, MT							
		1 Flathead, MT	74,471					
		2 Lincoln, MT	18,837					
		3 Lake, MT (50%)	13,254					
		4 Glacier, MT	13,247					
		Total of Above	119,809					
K	Klamath Falls, OR							
		1 Klamath, OR	63,775	32,825	\$898,221	\$179,022	\$612,384	\$1,355,298
		2 Lake, OR	7,422	4,597	\$117,539	\$18,854	\$61,225	\$168,129
		Total of Above	71,197	37,422	\$1,015,761	\$197,875	\$673,609	\$1,523,427
L	Lewiston, ID							
		1 Nez Perce, ID	37,410					
		2 Asotin, WA	20,551					

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
		3 Idaho, ID	15,511					
		4 Clearwater, ID	8,930					
		5 Lewis, ID	3,747					
		6 Garfield, WA	2,397					
		Total of Above	88,546					
M	Medford, OR							
		1 Jackson, OR	181,269	93,611	\$2,718,636	\$557,122	\$2,394,562	\$4,320,327
		2 Josephine, OR	75,726	31,566	\$796,201	\$147,159	\$719,036	\$1,576,915
		3 Siskiyou, CA	48,570	22,530	\$600,111	\$47,956	\$411,069	\$1,068,955
		4 Del Norte, CA	37,800	10,890	\$319,367	\$23,454	\$268,052	\$652,460
		Total of Above	343,365	158,597	\$4,434,316	\$775,690	\$3,792,719	\$7,618,657
N	Missoula, MT							
		1 Missoula, MT	95,802					
		2 Ravalli, MT	36,070					
		3 Lake, MT (50%)	13,254					
		4 Sanders, MT	10,227					
		5 Mineral, MT	3,884					
		6 Granite, MT	2,830					
		Total of Above	162,067					
O	Moses Lake, WA							
		1 Grant, WA	74,698	39,412	\$1,123,157	\$183,241	\$620,328	\$1,661,822
		2 Douglas, WA	32,603	11,704	\$279,917	\$10,494	\$261,423	\$716,570
		Total of Above	107,301	51,116	\$1,403,074	\$193,735	\$881,751	\$2,378,392
P	North Bend, OR							
		1 Coos, OR	62,779	29,024	\$813,941	\$141,104	\$621,812	\$1,356,335
		2 Curry, OR	21,137	8,778	\$213,297	\$29,317	\$202,396	\$481,156
		Total of Above	83,916	37,802	\$1,027,238	\$170,421	\$824,208	\$1,837,491

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
Q	Pasco, WA	1 Benton, WA	142,475	84,569	\$2,972,102	\$282,508	\$1,355,194	\$3,857,952
		2 Franklin, WA	49,347	29,136	\$865,257	\$75,115	\$647,705	\$1,100,467
		Total of Above	191,822	113,705	\$3,837,360	\$357,623	\$2,002,900	\$4,958,418
R	Pendleton, OR	1 Umatilla, OR	70,548	36,704	\$1,011,982	\$209,996	\$679,614	\$1,524,206
		2 Union, OR	24,530	13,544	\$381,684	\$98,168	\$194,561	\$554,129
		3 Morrow, OR	10,995	6,539	\$212,161	\$57,495	\$39,815	\$254,980
		4 Wallowa, OR	7,226	4,223	\$118,137	\$32,544	\$54,782	\$183,300
		Total of Above	113,299	61,010	\$1,723,963	\$398,203	\$968,772	\$2,516,615
S	Pocatello, ID	1 Bannock, ID	75,565					
		2 Bingham, ID	41,735					
		3 Franklin, ID	11,329					
		4 Power, ID	7,538					
		5 Caribou, ID	7,304					
		6 Oneida, ID	4,125					
		Total of Above	147,596					
T	Port Angeles, WA	1 Clallam, WA	64,525	28,616	\$831,786	\$146,398	\$620,159	\$1,686,420
		Total of Above	64,525	28,616	\$831,786	\$146,398	\$620,159	\$1,686,420

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
U	Portland, OR							
	1	Multnomah, OR	660,486	531,672	\$20,500,421	\$3,058,817	\$8,789,350	\$20,229,238
	2	Washington, OR	445,342	269,082	\$9,981,717	\$2,664,705	\$6,743,900	\$13,583,169
	3	Clark, WA	345,238	143,472	\$4,859,098	\$1,044,421	\$2,660,022	\$9,009,729
	4	Clackamas, OR	338,391	162,407	\$5,080,973	\$856,346	\$3,451,519	\$9,974,908
	5	Marion, OR	284,834	161,050	\$4,877,983	\$706,301	\$3,088,656	\$6,868,914
	6	Cowlitz, WA	92,948	48,716	\$1,699,549	\$629,137	\$939,339	\$2,328,529
	7	Yamhill, OR	84,992	40,334	\$1,191,714	\$350,267	\$735,587	\$2,082,727
	8	Polk, OR	62,380	22,720	\$531,280	\$122,481	\$269,026	\$1,350,889
	9	Columbia, OR	43,560	15,866	\$526,140	\$125,618	\$240,791	\$1,045,027
	10	Clatsop, OR	35,630	20,883	\$610,247	\$190,089	\$377,293	\$882,953
	11	Tillamook, OR	24,262	11,528	\$276,993	\$47,265	\$174,100	\$511,437
	12	Wasco, OR	23,791	12,165	\$349,537	\$53,624	\$300,693	\$563,871
	13	Lincoln, OR (50.0%)	22,240	11,022	\$275,885	\$38,124	\$256,437	\$507,275
	14	Hood River, OR	20,411	14,094	\$365,755	\$55,222	\$216,500	\$497,404
	15	Klickitat, WA	19,161	8,756	\$265,932	\$84,059	\$79,112	\$418,087
	16	Skamania, WA	9,872	2,919	\$85,841	\$16,163	\$19,589	\$222,456
	17	Wahkiakum, WA	3,824	1,724	\$46,113	\$11,978	\$10,483	\$101,450
	18	Sherman, OR	1,934	1,102	\$37,584	\$0	\$12,201	\$52,677
	19	Gilliam, OR	1,915	1,404	\$41,422	\$1,111	\$11,432	\$52,412
	Total of Above		2,521,211	1,480,918	\$51,604,186	\$10,055,728	\$28,376,030	\$70,283,150
V	Pullman, WA							
	1	Whitman, WA	40,740	20,334	\$575,376	\$10,146	\$231,979	\$855,752
	2	Latah, ID	34,935	19,944	\$480,808	\$65,505	\$311,651	\$737,185
	Total of Above		75,675	40,278	\$1,056,184	\$75,651	\$543,630	\$1,592,937
W	Redmond, OR							
	1	Deschutes, OR	115,367	62,920	\$1,840,846	\$290,048	\$1,467,360	\$2,954,974
	2	Crook, OR	19,182	10,592	\$328,592	\$135,909	\$114,154	\$448,175
	3	Jefferson, OR	19,009	9,587	\$275,795	\$92,599	\$134,152	\$377,942
	4	Wheeler, OR	1,547	669	\$14,742	\$1,084	\$5,220	\$32,820
	Total of Above		155,105	83,768	\$2,459,975	\$519,640	\$1,720,885	\$3,813,912

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
X	Seattle/Tacoma, WA							
	1	King, WA	1,737,034	1,304,423	\$57,184,468	\$11,115,005	\$23,759,334	\$65,117,220
	2	Pierce, WA	700,820	305,395	\$9,911,880	\$810,726	\$6,769,960	\$17,149,678
	3	Snohomish, WA	606,024	272,518	\$9,985,031	\$3,705,049	\$6,721,004	\$17,036,643
	4	Kitsap, WA	231,969	107,813	\$3,523,254	\$84,237	\$2,033,515	\$6,116,444
	5	Thurston, WA	207,355	104,266	\$3,358,486	\$193,312	\$2,089,466	\$5,521,476
	6	Lewis, WA	68,600	36,997	\$1,132,159	\$184,509	\$697,194	\$1,666,685
	7	Grays Harbor, WA	67,194	33,409	\$1,023,797	\$247,804	\$591,034	\$1,596,957
	8	Mason, WA	49,405	17,238	\$476,371	\$102,156	\$295,419	\$1,046,060
	9	Island, WA (50%)	35,779	14,934	\$418,921	\$12,677	\$212,975	\$843,583
	10	Jefferson, WA	25,953	11,183	\$266,364	\$43,458	\$176,084	\$687,880
	11	Pacific, WA	20,984	9,189	\$229,598	\$38,998	\$128,735	\$466,094
	Total of Above		3,751,117	2,217,364	\$87,510,330	\$16,537,930	\$43,474,719	\$117,248,719
Y	Spokane, WA							
	1	Spokane, WA	417,939	228,220	\$7,103,840	\$1,141,318	\$4,793,089	\$10,215,093
	2	Kootenai, ID	108,685	58,189	\$1,552,406	\$290,135	\$1,114,234	\$2,627,912
	3	Stevens, WA	40,066	16,460	\$448,965	\$148,779	\$205,523	\$809,414
	4	Bonner, ID	36,835	18,616	\$482,999	\$160,951	\$315,096	\$791,796
	5	Adams, WA	16,428	10,128	\$307,478	\$50,964	\$94,214	\$440,263
	6	Shoshone, ID	13,771	6,639	\$183,301	\$13,759	\$100,258	\$279,239
	7	Pend Oreille, WA	11,732	4,290	\$116,081	\$32,672	\$65,256	\$230,346
	8	Lincoln, WA	10,184	5,029	\$133,883	\$5,838	\$46,597	\$280,230
	9	Boundary, ID	9,871	5,070	\$125,493	\$44,420	\$66,979	\$182,899
	10	Benewah, ID	9,171	5,054	\$168,460	\$80,227	\$63,781	\$210,894
	11	Ferry, WA	7,260	2,912	\$94,460	\$11,768	\$36,641	\$136,993
	Total of Above		681,942	360,607	\$10,717,366	\$1,980,831	\$6,901,667	\$16,205,077
Z	Sun Valley, ID							
	1	Blaine, ID	18,991					
	2	Camas, ID	991					
	Total of Above		19,982					

Characteristics of Northwest Airport Catchment Areas (Without Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
AA	Twin Falls, ID							
		1 Twin Falls, ID	64,284					
		2 Cassia, ID	21,416					
		3 Minidoka, ID	20,174					
		4 Jerome, ID	18,342					
		5 Gooding, ID	14,155					
		6 Lincoln, ID	4,044					
		Total of Above	142,415					
AB	Walla Walla, WA							
		1 Walla Walla, WA	55,180	31,113	\$930,281	\$252,294	\$460,993	\$1,297,823
		2 Columbia, WA	4,064	2,346	\$77,471	\$15,921	\$16,526	\$114,423
		Total of Above	59,244	33,459	\$1,007,751	\$268,215	\$477,519	\$1,412,246
AC	Wenatchee, WA							
		1 Chelan, WA	66,616	51,325	\$1,425,663	\$162,875	\$832,715	\$1,819,233
		2 Okanagon, WA	39,564	24,995	\$613,144	\$61,518	\$325,897	\$926,832
		Total of Above	106,180	76,319	\$2,038,807	\$224,394	\$1,158,612	\$2,746,065
AD	Yakima, WA							
		1 Yakima, WA	222,581	122,673	\$3,439,403	\$490,248	\$2,066,622	\$5,208,561
		2 Kittitas, WA	33,362	17,384	\$428,822	\$41,691	\$318,664	\$743,091
		Total of Above	255,943	140,057	\$3,868,225	\$531,939	\$2,385,287	\$5,951,653

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
A	Bellingham, WA	1 Whatcom, WA	166,814	93,939	\$2,844,435	\$464,661	\$2,028,920	\$4,254,771
		2 Skagit, WA	102,979	54,810	\$1,665,898	\$226,638	\$1,142,962	\$2,774,168
		3 Island, WA (50%)	35,779	14,934	\$418,921	\$12,677	\$212,975	\$843,583
		4 San Juan, WA	14,077	9,413	\$214,567	\$14,439	\$121,405	\$517,484
		Total of Above	319,649	173,096	\$5,143,821	\$718,415	\$3,506,262	\$8,390,005
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		2 Big Horn, MT	12,671					
		3 Carbon, MT	9,552					
		4 Rosebud, MT	9,383					
		5 Stillwater, MT	8,195					
		6 Musselshell, MT	4,497					
		7 Sweet Grass, MT	3,609					
		8 Wheatland, MT	2,259					
		9 Powder River, MT	1,858					
		10 Golden Valley, MT	1,042					
		11 Treasure, MT	861					
		Total of Above	183,279					
C	Boise, ID	1 Ada, ID	300,904					
		2 Canyon, ID	131,441					
		3 Malheur, OR	31,615					
		4 Elmore, ID	29,130					
		5 Payette, ID	20,578					
		6 Baker, OR	16,741					
		7 Gem, ID	15,181					
		8 Owyhee, ID	10,644					
		9 Washington, ID	9,977					
		10 Valley, ID	7,651					
		11 Boise, ID	6,670					
		12 Adams, ID	3,476					
		Total of Above	584,008					

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

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		2 Park, MT	15,694					
		3 Madison, MT	6,851					
		Total of Above	90,376					
E	Butte, MT							
		1 Silver Bow, MT	34,606					
		2 Jefferson, MT	10,049					
		3 Deer Lodge, MT	9,417					
		4 Beaverhead, MT	9,202					
		5 Powell, MT	7,180					
		Total of Above	70,454					
F	Eugene, OR							
		1 Lane, OR	322,959	178,665	\$5,241,944	\$1,002,444	\$3,536,788	\$7,707,631
		2 Douglas, OR	100,399	48,429	\$1,409,533	\$431,976	\$872,444	\$2,149,405
		3 Linn, OR (16.1%)	16,594	8,327	\$266,988	\$97,494	\$149,150	\$373,523
		4 Benton, OR (10.0%)	7,815	4,520	\$137,509	\$36,704	\$62,837	\$198,740
		5 Lincoln, OR (14.8%)	6,583	3,263	\$81,662	\$11,285	\$75,905	\$150,153
		Total of Above	454,350	243,203	\$7,137,635	\$1,579,903	\$4,697,125	\$10,579,452
G	Great Falls, MT							
		1 Cascade, MT	80,357					
		2 Hill, MT	16,673					
		3 Teton, MT	6,445					
		4 Pondera, MT	6,424					
		5 Chouteau, MT	5,970					
		6 Toole, MT	5,267					
		7 Judith Basin, MT	2,329					
		8 Liberty, MT	2,158					
		Total of Above	125,623					

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
H	Helena, MT	1 Lewis and Clark, MT	55,716					
		2 Broadwater, MT	4,385					
		3 Meagher, MT	1,932					
		Total of Above	62,033					
I	Idaho Falls, ID	1 Bonneville, ID	82,522					
		2 Madison, ID	27,467					
		3 Jefferson, ID	19,155					
		4 Fremont, ID	11,819					
		5 Lemhi, ID	7,806					
		6 Teton, ID	5,999					
		7 Custer, ID	4,342					
		8 Butte, ID	2,899					
		9 Clark, ID	1,022					
		Total of Above	163,031					
J	Kalispell, MT	1 Flathead, MT	74,471					
		2 Lincoln, MT	18,837					
		3 Lake, MT (50%)	13,254					
		4 Glacier, MT	13,247					
		Total of Above	119,809					
K	Klamath Falls, OR	1 Klamath, OR	63,775	32,825	\$898,221	\$179,022	\$612,384	\$1,355,298
		2 Lake, OR	7,422	4,597	\$117,539	\$18,854	\$61,225	\$168,129
		Total of Above	71,197	37,422	\$1,015,761	\$197,875	\$673,609	\$1,523,427
L	Lewiston, ID	1 Nez Perce, ID	37,410					
		2 Asotin, WA	20,551					

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
		3 Idaho, ID	15,511					
		4 Clearwater, ID	8,930					
		5 Lewis, ID	3,747					
		6 Garfield, WA	2,397					
		Total of Above	88,546					
M	Medford, OR							
		1 Jackson, OR	181,269	93,611	\$2,718,636	\$557,122	\$2,394,562	\$4,320,327
		2 Josephine, OR	75,726	31,566	\$796,201	\$147,159	\$719,036	\$1,576,915
		3 Siskiyou, CA	48,570	22,530	\$600,111	\$47,956	\$411,069	\$1,068,955
		4 Del Norte, CA	37,800	10,890	\$319,367	\$23,454	\$268,052	\$652,460
		Total of Above	343,365	158,597	\$4,434,316	\$775,690	\$3,792,719	\$7,618,657
N	Missoula, MT							
		1 Missoula, MT	95,802					
		2 Ravalli, MT	36,070					
		3 Lake, MT (50%)	13,254					
		4 Sanders, MT	10,227					
		5 Mineral, MT	3,884					
		6 Granite, MT	2,830					
		Total of Above	162,067					
O	Moses Lake, WA							
		1 Grant, WA	74,698	39,412	\$1,123,157	\$183,241	\$620,328	\$1,661,822
		2 Douglas, WA	32,603	11,704	\$279,917	\$10,494	\$261,423	\$716,570
		Total of Above	107,301	51,116	\$1,403,074	\$193,735	\$881,751	\$2,378,392
P	North Bend, OR							
		1 Coos, OR	62,779	29,024	\$813,941	\$141,104	\$621,812	\$1,356,335
		2 Curry, OR	21,137	8,778	\$213,297	\$29,317	\$202,396	\$481,156
		Total of Above	83,916	37,802	\$1,027,238	\$170,421	\$824,208	\$1,837,491

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
Q	Pasco, WA	1 Benton, WA	142,475	84,569	\$2,972,102	\$282,508	\$1,355,194	\$3,857,952
		2 Franklin, WA	49,347	29,136	\$865,257	\$75,115	\$647,705	\$1,100,467
		Total of Above	191,822	113,705	\$3,837,360	\$357,623	\$2,002,900	\$4,958,418
R	Pendleton, OR	1 Umatilla, OR	70,548	36,704	\$1,011,982	\$209,996	\$679,614	\$1,524,206
		2 Union, OR	24,530	13,544	\$381,684	\$98,168	\$194,561	\$554,129
		3 Morrow, OR	10,995	6,539	\$212,161	\$57,495	\$39,815	\$254,980
		4 Wallowa, OR	7,226	4,223	\$118,137	\$32,544	\$54,782	\$183,300
		Total of Above	113,299	61,010	\$1,723,963	\$398,203	\$968,772	\$2,516,615
S	Pocatello, ID	1 Bannock, ID	75,565					
		2 Bingham, ID	41,735					
		3 Franklin, ID	11,329					
		4 Power, ID	7,538					
		5 Caribou, ID	7,304					
		6 Oneida, ID	4,125					
		Total of Above	147,596					
T	Port Angeles, WA	1 Clallam, WA	64,525	28,616	\$831,786	\$146,398	\$620,159	\$1,686,420
		Total of Above	64,525	28,616	\$831,786	\$146,398	\$620,159	\$1,686,420

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
U	Portland, OR							
	1	Multnomah, OR	660,486	531,672	\$20,500,421	\$3,058,817	\$8,789,350	\$20,229,238
	2	Washington, OR	445,342	269,082	\$9,981,717	\$2,664,705	\$6,743,900	\$13,583,169
	3	Clark, WA	345,238	143,472	\$4,859,098	\$1,044,421	\$2,660,022	\$9,009,729
	4	Clackamas, OR	338,391	162,407	\$5,080,973	\$856,346	\$3,451,519	\$9,974,908
	5	Cowlitz, WA	92,948	48,716	\$1,699,549	\$629,137	\$939,339	\$2,328,529
	6	Columbia, OR	43,560	15,866	\$526,140	\$125,618	\$240,791	\$1,045,027
	7	Clatsop, OR	35,630	20,883	\$610,247	\$190,089	\$377,293	\$882,953
	8	Yamhill, OR (40.6%)	34,507	16,376	\$483,836	\$142,208	\$298,648	\$845,587
	9	Wasco, OR	23,791	12,165	\$349,537	\$53,624	\$300,693	\$563,871
	10	Tillamook, OR (87.9%)	21,326	10,133	\$243,477	\$41,546	\$153,034	\$449,553
	11	Hood River, OR	20,411	14,094	\$365,755	\$55,222	\$216,500	\$497,404
	12	Klickitat, WA	19,161	8,756	\$265,932	\$84,059	\$79,112	\$418,087
	13	Skamania, WA	9,872	2,919	\$85,841	\$16,163	\$19,589	\$222,456
	14	Wahkiakum, WA	3,824	1,724	\$46,113	\$11,978	\$10,483	\$101,450
	15	Sherman, OR	1,934	1,102	\$37,584	\$0	\$12,201	\$52,677
	16	Gilliam, OR	1,915	1,404	\$41,422	\$1,111	\$11,432	\$52,412
	Total of Above		2,098,336	1,260,772	\$45,177,643	\$8,975,045	\$24,303,906	\$60,257,049
V	Pullman, WA							
	1	Whitman, WA	40,740	20,334	\$575,376	\$10,146	\$231,979	\$855,752
	2	Latah, ID	34,935	19,944	\$480,808	\$65,505	\$311,651	\$737,185
	Total of Above		75,675	40,278	\$1,056,184	\$75,651	\$543,630	\$1,592,937
W	Redmond, OR							
	1	Deschutes, OR	115,367	62,920	\$1,840,846	\$290,048	\$1,467,360	\$2,954,974
	2	Crook, OR	19,182	10,592	\$328,592	\$135,909	\$114,154	\$448,175
	3	Jefferson, OR	19,009	9,587	\$275,795	\$92,599	\$134,152	\$377,942
	4	Wheeler, OR	1,547	669	\$14,742	\$1,084	\$5,220	\$32,820
	Total of Above		155,105	83,768	\$2,459,975	\$519,640	\$1,720,885	\$3,813,912

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
X	Salem, OR							
		1 Marion, OR	284,834	161,050	\$4,877,983	\$706,301	\$3,088,656	\$6,868,914
		2 Linn, OR (83.9%)	86,475	43,391	\$1,391,323	\$508,060	\$777,247	\$1,946,496
		3 Benton, OR (90.0%)	70,338	40,676	\$1,237,578	\$330,336	\$565,534	\$1,788,658
		4 Polk, OR	62,380	22,720	\$531,280	\$122,481	\$269,026	\$1,350,889
		5 Yamhill, OR (59.4%)	50,485	23,958	\$707,878	\$208,059	\$436,939	\$1,237,140
		6 Lincoln, OR (85.2%)	37,896	18,781	\$470,109	\$64,963	\$436,968	\$864,396
		7 Tillamook, OR (12.1%)	2,936	1,395	\$33,516	\$5,719	\$21,066	\$61,884
		Total of Above	595,344	311,972	\$9,249,667	\$1,945,919	\$5,595,436	\$14,118,376
Y	Seattle/Tacoma, WA							
		1 King, WA	1,737,034	1,304,423	\$57,184,468	\$11,115,005	\$23,759,334	\$65,117,220
		2 Pierce, WA	700,820	305,395	\$9,911,880	\$810,726	\$6,769,960	\$17,149,678
		3 Snohomish, WA	606,024	272,518	\$9,985,031	\$3,705,049	\$6,721,004	\$17,036,643
		4 Kitsap, WA	231,969	107,813	\$3,523,254	\$84,237	\$2,033,515	\$6,116,444
		5 Thurston, WA	207,355	104,266	\$3,358,486	\$193,312	\$2,089,466	\$5,521,476
		6 Lewis, WA	68,600	36,997	\$1,132,159	\$184,509	\$697,194	\$1,666,685
		7 Grays Harbor, WA	67,194	33,409	\$1,023,797	\$247,804	\$591,034	\$1,596,957
		8 Mason, WA	49,405	17,238	\$476,371	\$102,156	\$295,419	\$1,046,060
		9 Island, WA (50%)	35,779	14,934	\$418,921	\$12,677	\$212,975	\$843,583
		10 Jefferson, WA	25,953	11,183	\$266,364	\$43,458	\$176,084	\$687,880
		11 Pacific, WA	20,984	9,189	\$229,598	\$38,998	\$128,735	\$466,094
		Total of Above	3,751,117	2,217,364	\$87,510,330	\$16,537,930	\$43,474,719	\$117,248,719

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
Z	Spokane, WA							
		1 Spokane, WA	417,939	228,220	\$7,103,840	\$1,141,318	\$4,793,089	\$10,215,093
		2 Kootenai, ID	108,685	58,189	\$1,552,406	\$290,135	\$1,114,234	\$2,627,912
		3 Stevens, WA	40,066	16,460	\$448,965	\$148,779	\$205,523	\$809,414
		4 Bonner, ID	36,835	18,616	\$482,999	\$160,951	\$315,096	\$791,796
		5 Adams, WA	16,428	10,128	\$307,478	\$50,964	\$94,214	\$440,263
		6 Shoshone, ID	13,771	6,639	\$183,301	\$13,759	\$100,258	\$279,239
		7 Pend Oreille, WA	11,732	4,290	\$116,081	\$32,672	\$65,256	\$230,346
		8 Lincoln, WA	10,184	5,029	\$133,883	\$5,838	\$46,597	\$280,230
		9 Boundary, ID	9,871	5,070	\$125,493	\$44,420	\$66,979	\$182,899
		10 Benewah, ID	9,171	5,054	\$168,460	\$80,227	\$63,781	\$210,894
		11 Ferry, WA	7,260	2,912	\$94,460	\$11,768	\$36,641	\$136,993
		Total of Above	681,942	360,607	\$10,717,366	\$1,980,831	\$6,901,667	\$16,205,077
AA	Sun Valley, ID							
		1 Blaine, ID	18,991					
		2 Camas, ID	991					
		Total of Above	19,982					
AB	Twin Falls, ID							
		1 Twin Falls, ID	64,284					
		2 Cassia, ID	21,416					
		3 Minidoka, ID	20,174					
		4 Jerome, ID	18,342					
		5 Gooding, ID	14,155					
		6 Lincoln, ID	4,044					
		Total of Above	142,415					
AC	Walla Walla, WA							
		1 Walla Walla, WA	55,180	31,113	\$930,281	\$252,294	\$460,993	\$1,297,823
		2 Columbia, WA	4,064	2,346	\$77,471	\$15,921	\$16,526	\$114,423
		Total of Above	59,244	33,459	\$1,007,751	\$268,215	\$477,519	\$1,412,246

Characteristics of Northwest Airport Catchment Areas (With Salem ACA)

Counties Ranked by 2000 Population

Item	Airport	County	Population	Employment	Earnings	Mfg Earnings	Retail Sales	Personal Income
AD	Wenatchee, WA							
		1 Chelan, WA	66,616	51,325	\$1,425,663	\$162,875	\$832,715	\$1,819,233
		2 Okanagon, WA	39,564	24,995	\$613,144	\$61,518	\$325,897	\$926,832
		Total of Above	106,180	76,319	\$2,038,807	\$224,394	\$1,158,612	\$2,746,065
AE	Yakima, WA							
		1 Yakima, WA	222,581	122,673	\$3,439,403	\$490,248	\$2,066,622	\$5,208,561
		2 Kittitas, WA	33,362	17,384	\$428,822	\$41,691	\$318,664	\$743,091
		Total of Above	255,943	140,057	\$3,868,225	\$531,939	\$2,385,287	\$5,951,653

Top 100 Domestic O&D Passenger Markets at Portland

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeied Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
1	LAX	Los Angeles, CA	632,080	\$68,113,010	\$107.76	12.74¢	601,410	\$113.26	13.39¢
2	SJC	San Jose, CA	566,460	\$43,091,500	\$76.07	13.33¢	559,570	\$77.01	13.50¢
3	LAS	Las Vegas, NV	495,370	\$42,194,120	\$85.18	10.78¢	482,370	\$87.47	11.07¢
4	SFO	San Francisco, CA	475,110	\$41,440,210	\$87.22	15.73¢	467,030	\$88.73	16.01¢
5	PHX	Phoenix, AZ	444,890	\$48,733,250	\$109.54	10.64¢	425,390	\$114.56	11.13¢
6	OAK	Oakland, CA	442,840	\$31,782,750	\$71.77	13.15¢	433,560	\$73.31	13.43¢
7	SMF	Sacramento, CA	394,730	\$27,241,840	\$69.01	14.31¢	388,460	\$70.13	14.54¢
8	SAN	San Diego, CA	318,610	\$36,384,590	\$114.20	11.98¢	305,800	\$118.98	12.49¢
9	SEA	Seattle/Tacoma, WA	307,510	\$31,941,840	\$103.87	80.70¢	304,300	\$104.97	81.55¢
10	SLC	Salt Lake City, UT	282,820	\$25,806,930	\$91.25	14.21¢	276,700	\$93.27	14.53¢
11	DEN	Denver, CO	273,860	\$50,310,420	\$183.71	17.92¢	260,500	\$193.13	18.84¢
12	BOI	Boise, ID	266,880	\$17,133,870	\$64.20	18.43¢	264,450	\$64.79	18.60¢
13	GEG	Spokane, WA	264,200	\$15,366,670	\$58.16	20.83¢	261,430	\$58.78	21.05¢
14	RNO	Reno, NV	260,980	\$14,623,620	\$56.03	12.03¢	256,090	\$57.10	12.26¢
15	ORD	Chicago O'Hare, IL	232,850	\$53,270,940	\$228.78	12.36¢	205,970	\$258.63	13.97¢
16	SNA	Orange County, CA	214,350	\$25,916,360	\$120.91	13.68¢	202,820	\$127.78	14.46¢
17	ONT	Ontario, CA	200,350	\$22,098,400	\$110.30	12.83¢	192,950	\$114.53	13.33¢
18	DFW	Dallas/Ft Worth, TX	163,640	\$41,151,380	\$251.48	14.88¢	146,920	\$280.09	16.57¢
19	BUR	Burbank, CA	159,520	\$17,858,430	\$111.95	13.53¢	153,510	\$116.33	14.06¢
20	HNL	Honolulu, HI	146,800	\$25,298,100	\$172.33	6.24¢	119,560	\$211.59	7.66¢
21	ATL	Atlanta, GA	143,680	\$36,967,690	\$257.29	11.35¢	127,900	\$289.04	12.75¢
22	BWI	Baltimore, MD	139,610	\$23,541,060	\$168.62	6.65¢	132,440	\$177.75	7.01¢
23	MSP	Minneapolis, MN	136,860	\$31,418,920	\$229.57	14.65¢	117,700	\$266.94	17.04¢
24	MCO	Orlando, FL	134,390	\$20,196,720	\$150.28	5.69¢	120,870	\$167.09	6.33¢
25	ANC	Anchorage, AK	112,520	\$18,501,450	\$164.43	10.50¢	100,660	\$183.80	11.73¢
26	EWR	Newark, NY	105,060	\$29,934,430	\$284.93	11.02¢	91,520	\$327.08	12.65¢
27	BOS	Boston, MA	95,770	\$27,778,080	\$290.05	10.38¢	78,410	\$354.27	12.68¢
28	DTW	Detroit Metro, MI	88,180	\$19,192,160	\$217.65	10.09¢	75,690	\$253.56	11.76¢
29	IAH	Houston Inter., TX	87,730	\$19,883,400	\$226.64	11.98¢	79,840	\$249.04	13.16¢
30	MCI	Kansas City, MO	83,000	\$12,151,380	\$146.40	8.76¢	77,680	\$156.43	9.36¢
31	JFK	New York JFK, NY	82,490	\$21,815,640	\$264.46	10.23¢	68,830	\$316.95	12.26¢
32	STL	St Louis, MO	78,610	\$15,137,730	\$192.57	10.50¢	71,000	\$213.21	11.62¢
33	PSP	Palm Springs, CA	76,720	\$8,589,620	\$111.96	12.17¢	71,870	\$119.52	12.99¢
34	OGG	Kahului, HI	73,480	\$14,996,630	\$204.09	7.23¢	68,960	\$217.47	7.71¢
35	ABQ	Albuquerque, NM	72,800	\$9,463,610	\$129.99	9.97¢	68,670	\$137.81	10.56¢
36	LGA	New York LGA, NY	72,590	\$19,317,590	\$266.12	10.20¢	59,890	\$322.55	12.37¢

Top 100 Domestic O&D Passenger Markets at Portland

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeied Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
37	MFR	Medford, OR	70,310	\$7,492,840	\$106.57	47.95¢	69,830	\$107.30	48.28¢
38	AUS	Austin, TX	61,200	\$10,272,780	\$167.86	9.06¢	56,710	\$181.15	9.78¢
39	IAD	Washington Dulles, DC	59,240	\$18,799,930	\$317.35	13.05¢	48,760	\$385.56	15.86¢
40	PHL	Philadelphia, PA	57,610	\$15,995,210	\$277.65	10.72¢	48,190	\$331.92	12.81¢
41	TPA	Tampa, FL	57,330	\$9,312,790	\$162.44	6.14¢	51,140	\$182.10	6.89¢
42	BNA	Nashville, TN	54,840	\$8,047,050	\$146.74	6.71¢	50,920	\$158.03	7.23¢
43	TUS	Tucson, AZ	53,650	\$6,485,500	\$120.89	10.24¢	51,370	\$126.25	10.69¢
44	CMH	Columbus, OH	53,620	\$8,038,480	\$149.92	6.85¢	50,900	\$157.93	7.22¢
45	RDU	Raleigh/Durham, NC	52,060	\$9,128,640	\$175.35	7.08¢	48,030	\$190.06	7.67¢
46	CVG	Cincinnati, OH	50,910	\$11,571,190	\$227.29	11.03¢	44,900	\$257.71	12.51¢
47	DCA	Washington National, DC	50,810	\$10,639,470	\$209.40	8.48¢	42,230	\$251.94	10.20¢
48	FLL	Fort Lauderdale, FL	50,210	\$8,609,110	\$171.46	6.10¢	46,100	\$186.75	6.65¢
49	MSY	New Orleans, LA	49,890	\$7,810,750	\$156.56	7.24¢	45,850	\$170.35	7.87¢
50	IND	Indianapolis, IN	49,470	\$8,288,870	\$167.55	8.15¢	45,620	\$181.69	8.84¢
51	RDM	Bend/Redmond, OR	46,350	\$3,845,730	\$82.97	71.80¢	46,130	\$83.37	72.14¢
52	CLE	Cleveland, OH	45,630	\$9,204,310	\$201.72	9.04¢	41,000	\$224.50	10.07¢
53	SAT	San Antonio, TX	44,120	\$6,663,000	\$151.02	8.09¢	40,830	\$163.19	8.75¢
54	PVD	Providence, RI	43,810	\$7,292,500	\$166.46	6.16¢	41,400	\$176.15	6.52¢
55	OMA	Omaha, NE	43,090	\$6,377,580	\$148.01	9.02¢	40,810	\$156.28	9.52¢
56	BDL	Hartford, CT	39,960	\$7,865,810	\$196.84	7.42¢	33,920	\$231.89	8.74¢
57	LIH	Lihue, HI	37,580	\$7,170,730	\$190.81	6.69¢	36,530	\$196.30	6.88¢
58	KOA	Kona, HI	37,080	\$8,275,930	\$223.19	7.73¢	35,340	\$234.18	8.11¢
59	MIA	Miami, FL	35,200	\$7,635,200	\$216.91	7.62¢	28,850	\$264.65	9.30¢
60	OKC	Oklahoma City, OK	32,540	\$4,814,030	\$147.94	8.95¢	31,010	\$155.24	9.39¢
61	LMT	Klamath Falls, OR	30,340	\$2,812,730	\$92.71	38.61¢	30,080	\$93.51	38.95¢
62	MDW	Chicago Midway, IL	30,130	\$5,266,770	\$174.80	8.75¢	28,500	\$184.80	9.25¢
63	TUL	Tulsa, OK	30,020	\$4,358,330	\$145.18	8.48¢	27,630	\$157.74	9.21¢
64	COS	Colorado Springs, CO	29,040	\$5,698,900	\$196.24	17.46¢	27,120	\$210.14	18.70¢
65	MKE	Milwaukee, WI	27,950	\$6,477,670	\$231.76	12.06¢	24,070	\$269.12	14.01¢
66	MHT	Manchester, NH	27,440	\$5,334,990	\$194.42	7.33¢	26,340	\$202.54	7.64¢
67	FAT	Fresno, CA	25,490	\$3,364,890	\$132.01	17.16¢	24,920	\$135.03	17.55¢
68	PIT	Pittsburgh, PA	25,250	\$6,643,830	\$263.12	11.55¢	21,130	\$314.43	13.81¢
69	CLT	Charlotte, NC	24,600	\$7,657,740	\$311.29	13.00¢	20,830	\$367.63	15.35¢
70	BIL	Billings, MT	22,150	\$3,507,600	\$158.36	16.87¢	21,080	\$166.39	17.73¢
71	ALB	Albany, NY	21,190	\$3,734,540	\$176.24	6.88¢	19,110	\$195.42	7.63¢
72	SDF	Louisville, KY	21,080	\$3,604,460	\$170.99	7.92¢	19,660	\$183.34	8.49¢

Top 100 Domestic O&D Passenger Markets at Portland

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeied Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
73	JAX	Jacksonville, FL	20,630	\$3,977,010	\$192.78	7.52¢	18,250	\$217.92	8.50¢
74	ELP	El Paso, TX	20,220	\$2,663,290	\$131.72	8.89¢	19,210	\$138.64	9.36¢
75	EUG	Eugene, OR	20,190	\$1,268,100	\$62.81	59.41¢	19,980	\$63.47	60.04¢
76	OTH	North Bend, OR	19,310	\$1,470,030	\$76.13	44.75¢	19,200	\$76.56	45.00¢
77	PSC	Pasco, WA	19,280	\$1,878,580	\$97.44	54.91¢	19,200	\$97.84	55.14¢
78	HOU	Houston Hobby, TX	17,530	\$2,653,290	\$151.36	7.66¢	14,890	\$178.19	9.02¢
79	MEM	Memphis, TN	17,020	\$4,948,020	\$290.72	13.78¢	14,900	\$332.08	15.74¢
80	BHM	Birmingham, AL	15,030	\$2,766,560	\$184.07	7.89¢	13,670	\$202.38	8.67¢
81	LIT	Little Rock, AR	14,790	\$2,773,720	\$187.54	9.53¢	13,380	\$207.30	10.53¢
82	PBI	West Palm Beach, FL	14,620	\$2,715,250	\$185.72	6.65¢	12,480	\$217.57	7.79¢
83	MSN	Madison, WI	14,570	\$3,227,340	\$221.51	12.42¢	12,020	\$268.50	15.06¢
84	DSM	Des Moines, IA	14,430	\$3,168,840	\$219.60	12.26¢	12,760	\$248.34	13.87¢
85	RIC	Richmond, VA	14,400	\$3,767,200	\$261.61	10.57¢	12,380	\$304.30	12.29¢
86	SBA	Santa Barbara, CA	14,360	\$1,873,710	\$130.48	15.09¢	13,670	\$137.07	15.85¢
87	SJU	San Juan, PR	14,360	\$4,527,350	\$315.28	8.31¢	12,700	\$356.48	9.40¢
88	IDA	Idaho Falls, ID	14,250	\$1,742,810	\$122.30	19.49¢	13,940	\$125.02	19.93¢
89	ORF	Norfolk, VA	13,880	\$3,256,250	\$234.60	9.11¢	12,470	\$261.13	10.14¢
90	BUF	Buffalo, NY	13,290	\$3,075,600	\$231.42	10.07¢	11,700	\$262.87	11.44¢
91	JNU	Juneau, AK	13,140	\$2,479,360	\$188.69	18.00¢	10,900	\$227.46	21.70¢
92	FAI	Fairbanks, AK	12,870	\$3,025,630	\$235.09	13.91¢	11,410	\$265.17	15.69¢
93	MSO	Missoula, MT	12,660	\$1,969,020	\$155.53	31.35¢	12,270	\$160.47	32.35¢
94	GRR	Grand Rapids, MI	12,240	\$2,714,680	\$221.79	11.32¢	10,710	\$253.47	12.94¢
95	PDT	Pendleton, OR	11,770	\$995,000	\$84.54	46.61¢	11,730	\$84.82	46.77¢
96	BZN	Bozeman, MT	11,320	\$1,659,000	\$146.55	19.06¢	10,770	\$154.04	20.03¢
97	SYR	Syracuse, NY	11,160	\$2,824,460	\$253.09	10.46¢	9,380	\$301.12	12.44¢
98	GSO	Greensboro, NC	11,010	\$2,985,330	\$271.15	11.13¢	9,610	\$310.65	12.75¢
99	FSD	Sioux Falls, SD	10,620	\$1,839,090	\$173.17	10.67¢	9,530	\$192.98	11.89¢
100	ICT	Wichita, KS	10,570	\$2,046,570	\$193.62	11.50¢	9,660	\$211.86	12.58¢
Total of Above			10,631,420	\$1,475,429,560	\$138.78		10,001,560	\$147.52	
Total of All Markets			10,638,010	\$1,477,292,240	\$138.87	11.24¢	10,007,630	\$171.54	11.95¢

Top 100 Domestic O&D Passenger Markets at Eugene

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeyed Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
1	SFO	San Francisco, CA	91,720	\$10,616,020	\$115.74	25.18¢	88,890	\$119.43	25.98¢
2	SEA	Seattle/Tacoma, WA	54,180	\$5,921,770	\$109.30	46.75¢	53,790	\$110.09	47.09¢
3	LAX	Los Angeles, CA	35,510	\$4,697,640	\$132.29	15.27¢	34,330	\$136.84	15.80¢
4	PHX	Phoenix, AZ	30,210	\$4,963,690	\$164.31	16.43¢	29,410	\$168.78	16.88¢
5	DEN	Denver, CO	23,660	\$4,387,130	\$185.42	16.93¢	21,000	\$208.91	19.08¢
6	LAS	Las Vegas, NV	21,360	\$2,520,030	\$117.98	12.08¢	20,760	\$121.39	12.43¢
7	PDX	Portland, OR	20,190	\$1,268,100	\$62.81	59.43¢	19,980	\$63.47	60.06¢
8	SAN	San Diego, CA	20,010	\$2,801,900	\$140.02	14.63¢	19,100	\$146.70	15.32¢
9	ORD	Chicago O'Hare, IL	15,510	\$3,515,900	\$226.69	11.06¢	13,480	\$260.82	12.73¢
10	SNA	Orange County, CA	14,780	\$2,091,580	\$141.51	15.44¢	13,950	\$149.93	16.36¢
11	BUR	Burbank, CA	11,680	\$1,568,110	\$134.26	16.08¢	11,090	\$141.40	16.94¢
12	ONT	Ontario, CA	11,390	\$1,681,830	\$147.66	16.57¢	11,000	\$152.89	17.15¢
13	SMF	Sacramento, CA	8,610	\$1,065,860	\$123.79	21.61¢	8,470	\$125.84	21.96¢
14	IAD	Washington Dulles, DC	8,250	\$2,146,510	\$260.18	9.90¢	6,690	\$320.85	12.21¢
15	MCO	Orlando, FL	6,860	\$1,253,150	\$182.68	6.79¢	6,050	\$207.13	7.70¢
16	MSP	Minneapolis, MN	6,720	\$1,411,800	\$210.09	12.38¢	5,570	\$253.47	14.94¢
17	MCI	Kansas City, MO	6,640	\$1,040,970	\$156.77	9.25¢	6,360	\$163.68	9.65¢
18	BOS	Boston, MA	6,560	\$1,659,200	\$252.93	8.44¢	5,180	\$320.31	10.69¢
19	HNL	Honolulu, HI	6,510	\$1,458,770	\$224.08	7.74¢	5,350	\$272.67	9.41¢
20	GEG	Spokane, WA	6,350	\$791,970	\$124.72	30.67¢	6,130	\$129.20	31.77¢
21	RNO	Reno, NV	6,240	\$645,130	\$103.39	15.86¢	6,120	\$105.41	16.17¢
22	EWR	Newark, NJ	6,180	\$1,561,240	\$252.63	8.85¢	5,150	\$303.15	10.62¢
23	CLE	Cleveland, OH	6,010	\$924,580	\$153.84	6.80¢	5,780	\$159.96	7.07¢
24	BOI	Boise, ID	5,940	\$767,720	\$129.25	26.54¢	5,870	\$130.79	26.86¢
25	ANC	Anchorage, AK	5,880	\$981,060	\$166.85	9.84¢	4,270	\$229.76	13.54¢
26	SJC	San Jose, CA	5,740	\$682,320	\$118.87	17.19¢	5,720	\$119.29	17.25¢
27	BWI	Baltimore, MD	5,350	\$1,192,130	\$222.83	8.38¢	5,060	\$235.60	8.86¢
28	PSP	Palm Springs, CA	5,180	\$665,630	\$128.50	13.65¢	4,870	\$136.68	14.52¢
29	ATL	Atlanta, GA	5,060	\$1,423,560	\$281.34	11.95¢	4,500	\$316.35	13.43¢
30	OAK	Oakland, CA	5,030	\$596,270	\$118.54	17.25¢	4,960	\$120.22	17.50¢
31	DFW	Dallas/Ft Worth, TX	4,960	\$1,497,800	\$301.98	17.22¢	4,550	\$329.19	18.77¢
32	PHL	Philadelphia, PA	4,920	\$1,281,750	\$260.52	9.53¢	3,860	\$332.06	12.14¢
33	ABQ	Albuquerque, NM	4,850	\$696,190	\$143.55	10.88¢	4,490	\$155.05	11.75¢
34	IAH	Houston Interc., TX	4,840	\$852,530	\$176.14	9.04¢	4,450	\$191.58	9.83¢
35	TUS	Tucson, AZ	4,810	\$699,280	\$145.38	13.10¢	4,640	\$150.71	13.58¢
36	LGA	New York LGA, NY	4,460	\$1,209,030	\$271.08	10.24¢	3,790	\$319.01	12.05¢

Top 100 Domestic O&D Passenger Markets at Eugene

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeied Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
37	SLC	Salt Lake City, UT	4,370	\$685,630	\$156.89	16.72¢	4,180	\$164.03	17.48¢
38	STL	St Louis, MO	4,350	\$814,030	\$187.13	10.09¢	4,160	\$195.68	10.55¢
39	SBA	Santa Barbara, CA	4,100	\$542,950	\$132.43	18.53¢	3,800	\$142.88	19.99¢
40	JFK	New York JFK, NY	4,080	\$998,370	\$244.70	8.18¢	3,290	\$303.46	10.15¢
41	DTW	Detroit Metro, MI	3,980	\$1,081,690	\$271.78	12.12¢	3,490	\$309.94	13.83¢
42	OMA	Omaha, NE	3,850	\$530,610	\$137.82	8.69¢	3,560	\$149.05	9.40¢
43	MSY	New Orleans, LA	3,710	\$689,030	\$185.72	8.69¢	3,480	\$198.00	9.26¢
44	AUS	Austin, TX	3,560	\$568,460	\$159.68	8.70¢	3,450	\$164.77	8.98¢
45	SAT	San Antonio, TX	3,560	\$583,300	\$163.85	8.94¢	3,390	\$172.07	9.39¢
46	TPA	Tampa, FL	3,480	\$792,740	\$227.80	8.74¢	3,150	\$251.66	9.65¢
47	BNA	Nashville, TN	3,430	\$578,410	\$168.63	8.24¢	3,200	\$180.75	8.83¢
48	FAT	Fresno, CA	3,380	\$549,820	\$162.67	23.23¢	3,270	\$168.14	24.01¢
49	IND	Indianapolis, IN	3,180	\$728,760	\$229.17	11.01¢	2,940	\$247.88	11.91¢
50	OGG	Kahului, HI	2,850	\$721,960	\$253.32	8.98¢	2,540	\$284.24	10.07¢
51	MIA	Miami, FL	2,730	\$583,190	\$213.62	7.37¢	2,100	\$277.71	9.58¢
52	COS	Colorado Springs, CO	2,700	\$531,040	\$196.68	17.23¢	2,570	\$206.63	18.11¢
53	OKC	Oklahoma City, OK	2,660	\$435,830	\$163.85	10.90¢	2,610	\$166.99	11.11¢
54	BLI	Bellingham, WA	2,220	\$310,950	\$140.07	42.91¢	2,200	\$141.34	43.30¢
55	CMH	Columbus, OH	2,180	\$399,090	\$183.07	7.97¢	1,940	\$205.71	8.95¢
56	MKE	Milwaukee, WI	2,100	\$500,040	\$238.12	11.68¢	1,840	\$271.76	13.33¢
57	MSO	Missoula, MT	2,080	\$337,300	\$162.16	26.29¢	2,060	\$163.74	26.55¢
58	BDL	Hartford, CT	1,920	\$400,890	\$208.80	7.25¢	1,480	\$270.87	9.41¢
59	JNU	Juneau, AK	1,900	\$362,210	\$190.64	16.66¢	1,580	\$229.24	20.04¢
60	RDU	Raleigh/Durham, NC	1,780	\$377,600	\$212.13	8.08¢	1,560	\$242.05	9.21¢
61	DSM	Des Moines, IA	1,730	\$350,640	\$202.68	12.54¢	1,570	\$223.34	13.82¢
62	KTN	Ketchikan, AK	1,700	\$341,390	\$200.82	21.99¢	1,410	\$242.12	26.51¢
63	DCA	Washington National, DC	1,660	\$484,980	\$292.16	11.48¢	1,440	\$336.79	13.23¢
64	BIL	Billings, MT	1,580	\$257,250	\$162.81	15.05¢	1,560	\$164.90	15.25¢
65	KOA	Kona, HI	1,580	\$375,780	\$237.84	8.16¢	1,350	\$278.36	9.55¢
66	TUL	Tulsa, OK	1,580	\$282,370	\$178.71	11.19¢	1,480	\$190.79	11.94¢
67	LNK	Lincoln, NE	1,570	\$248,710	\$158.41	10.30¢	1,500	\$165.81	10.78¢
68	FAI	Fairbanks, AK	1,530	\$323,380	\$211.36	11.83¢	1,140	\$283.66	15.88¢
69	MRY	Monterey, CA	1,490	\$182,890	\$122.75	23.13¢	1,370	\$133.50	25.16¢
70	FSD	Sioux Falls, SD	1,380	\$241,980	\$175.35	11.29¢	1,260	\$192.05	12.37¢
71	FLL	Fort Lauderdale, FL	1,350	\$235,510	\$174.45	5.77¢	1,260	\$186.91	6.19¢
72	CID	Cedar Rapids, IA	1,310	\$274,280	\$209.38	12.10¢	1,100	\$249.35	14.41¢

Top 100 Domestic O&D Passenger Markets at Eugene

Twelve Months Ended September 2000

Approximates 100% Sample - Directional Journeied Passengers

Rank	Code	Airport	Domestic Passengers	Domestic Revenues	Average Fare	Average Yield	Fared Passengers	Fared Avg. Fare	Fared Avg. Yield
73	RAP	Rapid City, SD	1,300	\$190,970	\$146.90	10.60¢	1,160	\$164.63	11.87¢
74	SBP	San Luis Obispo, CA	1,300	\$205,090	\$157.76	24.33¢	1,260	\$162.77	25.10¢
75	BZN	Bozeman, MT	1,250	\$193,930	\$155.14	19.97¢	1,220	\$158.96	20.46¢
76	ELP	El Paso, TX	1,220	\$212,010	\$173.78	13.56¢	1,180	\$179.67	14.02¢
77	ICT	Wichita, KS	1,210	\$263,870	\$218.08	13.80¢	1,120	\$235.60	14.91¢
78	BFL	Bakersfield, CA	1,170	\$208,300	\$178.04	25.54¢	1,160	\$179.57	25.76¢
79	PVD	Providence, RI	1,150	\$226,810	\$197.22	7.05¢	1,040	\$218.08	7.79¢
80	MHT	Manchester, NH	1,140	\$267,890	\$234.99	8.35¢	1,060	\$252.73	8.98¢
81	MSN	Madison, WI	1,130	\$262,640	\$232.42	12.52¢	1,030	\$254.99	13.73¢
82	PIT	Pittsburgh, PA	1,100	\$312,520	\$284.10	12.08¢	1,010	\$309.42	13.16¢
83	SBN	South Bend, IN	1,070	\$388,400	\$362.99	17.41¢	1,010	\$384.55	18.45¢
84	SGF	Springfield, MO	1,070	\$216,060	\$201.92	12.02¢	990	\$218.24	12.99¢
85	SDF	Louisville, KY	1,040	\$206,260	\$198.32	9.04¢	980	\$210.47	9.60¢
86	CLT	Charlotte, NC	1,000	\$315,860	\$315.86	12.30¢	880	\$358.93	13.98¢
87	ORF	Norfolk, VA	990	\$231,380	\$233.72	8.67¢	760	\$304.45	11.30¢
88	MEM	Memphis, TN	950	\$268,060	\$282.17	13.93¢	870	\$308.11	15.21¢
89	CVG	Cincinnati, OH	920	\$207,970	\$226.05	10.34¢	840	\$247.58	11.32¢
90	EKO	Elko, NV	870	\$31,840	\$36.60	7.99¢	870	\$36.60	7.99¢
91	LWS	Lewiston, ID	860	\$121,080	\$140.79	28.42¢	840	\$144.14	29.09¢
92	PSC	Pasco, WA	810	\$90,950	\$112.28	37.09¢	810	\$112.28	37.09¢
93	GRB	Green Bay, WI	780	\$197,780	\$253.56	12.85¢	710	\$278.56	14.12¢
94	ALB	Albany, NY	760	\$229,340	\$301.77	11.18¢	690	\$332.38	12.32¢
95	FCA	Kalispell, MT	760	\$119,830	\$157.67	25.85¢	760	\$157.67	25.85¢
96	IDA	Idaho Falls, ID	760	\$124,370	\$163.64	23.62¢	760	\$163.64	23.62¢
97	EAT	Wenatchee, WA	750	\$74,890	\$99.85	30.27¢	710	\$105.48	31.97¢
98	LIH	Lihue, HI	740	\$181,540	\$245.33	7.99¢	660	\$275.06	8.96¢
99	MDT	Harrisburg, PA	720	\$146,820	\$203.92	8.08¢	580	\$253.14	10.03¢
100	BUF	Buffalo, NY	710	\$155,290	\$218.73	8.80¢	590	\$263.21	10.59¢
Total of Above			612,290	\$95,892,960	\$156.61		574,490	\$166.92	
Total of All Markets			648,340	\$104,110,160	\$160.58	13.39¢	606,910	\$171.54	14.30¢

Top Domestic O&D Average Fare Markets by State / Territory

Ranked by 12 Months Ending September 2000

Approximates 100% Sample - One-way Diluted Fare

Rank	Market	12 Months Ended			Diff. From Average	Avg. Ann. Change	
		Sep-98	Sep-99	Sep-00		98-00	99-00
1	New Jersey	\$94.86	\$100.05	\$101.85	-34.3%	3.6%	1.8%
2	Delaware	\$0.00	\$104.94	\$107.46	-30.7%	0.0%	2.4%
3	Hawaii	\$93.45	\$99.35	\$108.12	-30.2%	7.6%	8.8%
4	Nevada	\$98.74	\$104.49	\$109.22	-29.5%	5.2%	4.5%
5	New Mexico	\$118.27	\$122.46	\$126.65	-18.3%	3.5%	3.4%
6	Maryland	\$131.51	\$127.32	\$129.00	-16.8%	-1.0%	1.3%
7	Arizona	\$120.01	\$124.81	\$129.35	-16.6%	3.8%	3.6%
8	Idaho	\$127.74	\$129.49	\$131.90	-14.9%	1.6%	1.9%
9	Florida	\$129.65	\$128.40	\$133.05	-14.2%	1.3%	3.6%
10	Utah	\$123.69	\$129.24	\$135.56	-12.5%	4.7%	4.9%
11	Rhode Island	\$128.79	\$129.28	\$135.61	-12.5%	2.6%	4.9%
12	New Hampshire	\$153.84	\$131.60	\$138.98	-10.3%	-5.0%	5.6%
13	Oklahoma	\$129.49	\$133.63	\$139.66	-9.9%	3.9%	4.5%
14	Louisiana	\$132.42	\$134.07	\$139.97	-9.7%	2.8%	4.4%
15	Oregon	\$133.89	\$134.87	\$140.77	-9.2%	2.5%	4.4%
16	Missouri	\$133.53	\$135.70	\$143.27	-7.6%	3.6%	5.6%
17	Kentucky	\$136.26	\$140.82	\$145.39	-6.2%	3.3%	3.2%
18	Nebraska	\$138.24	\$140.97	\$145.66	-6.0%	2.6%	3.3%
19	Washington	\$138.09	\$138.58	\$147.41	-4.9%	3.3%	6.4%
20	Mississippi	\$151.33	\$152.16	\$148.52	-4.2%	-0.9%	-2.4%
21	Indiana	\$146.23	\$146.60	\$153.48	-1.0%	2.4%	4.7%
22	California	\$138.61	\$141.67	\$153.78	-0.8%	5.3%	8.5%
23	Michigan	\$150.17	\$146.39	\$153.79	-0.8%	1.2%	5.1%
24	Connecticut	\$184.19	\$168.59	\$153.88	-0.7%	-8.6%	-8.7%
25	Tennessee	\$153.94	\$151.39	\$154.94	0.0%	0.3%	2.3%
26	Georgia	\$150.06	\$149.25	\$155.67	0.4%	1.9%	4.3%
27	Arkansas	\$143.04	\$147.88	\$157.24	1.4%	4.8%	6.3%
28	Illinois	\$154.97	\$156.06	\$159.10	2.6%	1.3%	1.9%
29	Texas	\$146.00	\$150.14	\$159.24	2.7%	4.4%	6.1%
30	Ohio	\$155.84	\$157.15	\$163.21	5.3%	2.3%	3.9%
31	Alaska	\$148.85	\$154.51	\$167.49	8.1%	6.1%	8.4%
32	Virgin Islands	\$158.18	\$162.10	\$167.49	8.1%	2.9%	3.3%
33	Alabama	\$166.41	\$166.66	\$167.81	8.3%	0.4%	0.7%
34	North Carolina	\$182.15	\$176.53	\$172.61	11.4%	-2.7%	-2.2%

Top Domestic O&D Average Fare Markets by State / Territory

Ranked by 12 Months Ending September 2000

Approximates 100% Sample - One-way Diluted Fare

Rank	Market	12 Months Ended			Diff. From Average	Avg. Ann. Change	
		Sep-98	Sep-99	Sep-00		98-00	99-00
35	Wisconsin	\$168.54	\$167.54	\$172.64	11.4%	1.2%	3.0%
36	South Carolina	\$177.67	\$175.47	\$175.57	13.3%	-0.6%	0.1%
37	Maine	\$167.31	\$166.21	\$176.70	14.0%	2.8%	6.3%
38	Massachusetts	\$168.87	\$167.42	\$177.26	14.4%	2.5%	5.9%
39	Dist of Columbia	\$173.04	\$167.48	\$177.82	14.7%	1.4%	6.2%
40	Minnesota	\$199.26	\$189.13	\$179.87	16.0%	-5.0%	-4.9%
41	Vermont	\$177.04	\$176.05	\$182.08	17.5%	1.4%	3.4%
42	New York	\$179.96	\$176.20	\$184.04	18.7%	1.1%	4.4%
43	Montana	\$178.30	\$177.56	\$184.66	19.1%	1.8%	4.0%
44	South Dakota	\$172.36	\$172.23	\$185.32	19.6%	3.7%	7.6%
45	Pacific Trust Territories	\$162.36	\$181.77	\$185.57	19.7%	6.9%	2.1%
46	Puerto Rico	\$182.54	\$178.56	\$187.45	20.9%	1.3%	5.0%
47	Virginia	\$181.31	\$177.43	\$187.79	21.1%	1.8%	5.8%
48	Colorado	\$159.09	\$178.12	\$190.17	22.7%	9.3%	6.8%
49	Pennsylvania	\$188.45	\$185.40	\$192.76	24.4%	1.1%	4.0%
50	Iowa	\$190.92	\$185.83	\$193.13	24.6%	0.6%	3.9%
51	North Dakota	\$193.25	\$185.10	\$193.83	25.0%	0.1%	4.7%
52	Kansas	\$182.17	\$185.58	\$196.98	27.1%	4.0%	6.1%
53	West Virginia	\$191.59	\$192.88	\$203.75	31.4%	3.1%	5.6%
54	Wyoming	\$182.26	\$204.98	\$212.32	37.0%	7.9%	3.6%
Total of All Markets		\$147.38	\$148.24	\$155.01		2.6%	4.6%